THE
INDUSTRIAL ARTS INDEX

FOURTH TWO-YEAR CUMULATION

[THIRTEENTH ANNUAL VOLUME]

1924–1925

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS WITH A LIST OF IMPORTANT TECHNICAL SOCIETIES

EDITED BY
MARION E. POTTER, LOUISE D. TEICH
MARIAN I. LORD

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PREFACE

THIS volume, the fourth two-year cumulation of the Industrial Arts Index, covers approximately the years 1924 and 1925. It includes all the periodical references and the 3,330 book titles that have appeared in the current numbers of the Index during this period. The number of the periodicals indexed has been increased from 171 in the preceding cumulation, to 210 in the present volume. These additions are for the most part in the field of business and finance. The periodicals that have discontinued since the last cumulation are: World's Markets, Paper, and Wireless Age. Chemical Age (New York) and Color Trade Journal were merged under the title Chemicals in May, 1925, and the indexing was continued.

The policy of the Industrial Arts Index has been to index closely a selected list of periodicals rather than to index the leading articles only, in a large number of journals, a policy intended to give the small and average-size library the best returns possible on their investment as subscribers.

The members of the diligent staff who have been working faithfully on this publication thru the two-year period are Elsie Schonholtz, Eleanor Whaley and Florence Plimpton. Miss Catherine Murdoch, a later addition to the staff, should also receive grateful acknowledgement for her help in the final compilation.

M. E. P.

Technical Societies

The following list is compiled by Marian Lord of the Index staff from notices found in the periodicals indexed in the Industrial Arts Index for 1925.

Advertising affiliation
Sec.-Treas. Arthur P. Kelly, Rochester, N.Y.

Advisory board on highway research
See The National research council

Aerial league of America
Sec. H G Knowles, 280 Madison Ave., New York

Aerial league of the world
Sec. 280 Madison Ave., New York

Aero club of America
This organization, together with the National air association, has been amalgamated into the National aeronautic association of the United States of America

Aeronautical chamber of commerce of America, inc.
Sec. W. C. Young, Goodyear Tire and Rubber Co., Akron, O.
This organization partly succeeds the Manufacturers' aircraft association in that it will collect and disseminate information regarding aeronautical activities, and will publish the Aircraft Year Book

Aeronautical society of America
Amalgamated with the Society of automotive engineers

Agricultural publishers association
Sec. W. C. Allen, Editor Dakota Farmer, Aberdeen, S. Dak.

Alloys research association
Chairman, Bd. of Managers, Alfred D. Flinn, Engineering Foundation, 29 W. 39th St., New York

American acceptance council
Sec Robert H. Bean, 120 Broadway, New York

American asphalt association
Sec 110 E. 42d St., New York

American association for labor legislation
Sec Dr John B Andrews, 131 E 23rd St., New York

American association for the advancement of science
Sec Dr Burton E Livingston, Johns Hopkins University, Baltimore

American association of advertising agencies
Sec. 247 Park Ave., New York

American association of engineers
Sec. (Acting sec.) Miss M. E. McIver, 63 E. Adams St., Chicago

American association of ice and refrigeration
Exec.-Sec. Ralph C. Stokell, 160 N. La Salle St., Chicago

American association of industrial physicians and surgeons
Sec.-Treas. Dr. A. W. Colcord, Carnegie Steel Co., Pittsburgh

American association of museums
Sec. Charles Wissler, American Museum of Natural History, Columbus Ave. and 77th St., New York

American association of oil burner manufacturers
Now the American oil burner association

American association of operating engineers
Sec. H. C. Bristol, 501 Maury St., Alaco, Tenn.
Organization of southern electric light and power plant engineers

American association of petroleum geologists
Sec.-Treas Charles E. Decker, Norman, Okla.

American association of port authorities
Sec. Tiley S. McChesney, Court Bldg., New Orleans

American association of refrigeration
Now the American association of ice and refrigeration

American association of state highway officials
Sec. Louis D. Blauvelt, State Highway Engineer, Denver, Colo.

American association of textile chemists and colorists
Sec. Walter E. Hadley, 5 Mountain Ave., Maplewood, N.J.

American association of woolen and worsted manufacturers
Sec -Treas. J. J. Nevins, 45 E. 17th St., New York

American automobile association
Sec. Charles C. Janes, Mills Bldg., 1709 G St., N.W., Washington, D.C.
This society is a consolidation of the American automobile association and the National motorists association

American bankers' association
Sec. Wm. G. Fitzwilson, 110 E. 42d St., New York

American boiler manufacturers' association
Sec.-Treas. H. N. Covell, 7 E. 19th St., Brooklyn, N.Y.

American bureau of metal statistics
Director, Dr. W. R. Ingalls, 115 Broadway, New York

American ceramic society
Sec. Ross C. Purdy, Lord Hall, Ohio State University, Columbus, O.

American chamber of economics, inc.
Sec. 55 Fifth Ave., New York

American chemical society
Sec. Charles L. Parsons, Mills Bldg., 1709 G St., N.W., Washington, D.C.

American concrete institute
Sec Harvey Whipple, 1807 E. Grand Boulevard, Detroit

American construction council
Exec. Sec Dwight L Hoopingarner, 28 W. 44th St., New York
Aim is to correlate the efforts of the existing organizations, including architects, contractors, labor, manufacturers, and public utilities, state, and federal officers, for the betterment of the industry

American cotton manufacturers' association
Sec -Treas. Winton D. Adams, 701 Commercial Bldg., Charlotte, N.C.

American drug manufacturers' association
Sec. Carson P. Frailey, Albee Bldg., 1426 G St., N.W., Washington, D.C.

American economic association
Sec.-Treas. Frederick S. Deibler, Northwestern University, Evanston, Ill.

American electric railway accountants' association
Sec.-Treas. J. W. Welsh, 292 Madison Ave., New York

American electric railway association
Sec. J. W. Welsh, 292 Madison Ave., New York

American electrochemical society
Sec. Colin G. Fink, 101 Park Ave., New York

American electro-platers' society
Sec.-Treas. Robert Steuernagel, 1508 Concordia Ave., Milwaukee, Wis.
Branch societies with names and addresses of secretaries and notices of meetings are published each month in the Brass World

American engineering council (formerly the Federated American engineering societies)
Sec. Lawrence W. Wallace, McLachlan Bldg., Washington, D.C.

American engineering standards committee
Sec. Dr P. G. Agnew, 29 W. 39th St., New York

American face brick association
Sec. R. D. T. Hollowell, 1754 People's Life Bldg., 180 N. Wells St., Chicago

American federation of arts
Sec. Miss Leila Mechlin, 1741 New York Ave., N.W., Washington, D.C.

American foundrymen's association
Sec.-Treas. C. E. Hoyt, Marquette Bldg., Chicago

American gas association, inc.
Sec.-Man. Alexander Forward, 342 Madison Ave., New York

American gear manufacturers' association
Sec. T. W. Owen, 2443 Prospect Ave., Cleveland

American gold and silver institute
Dir. H. N. Lawrie, Munsey Bldg., Washington, D. C.
Institute will engage in statistical research and economic surveys in connection with transportation and taxation as well as assisting gold and silver producers

American hardware manufacturers' association
Sec. F. D. Mitchell, 1819 Broadway, New York

American institute of accountants
Sec. A. P. Richardson, 135 Cedar St., New York

American institute of architects
Exec.-Sec. Edward C. Kemper, Octagon House, 1741 New York Ave., N.W., Washington, D.C.

American institute of banking
Sec. Richard W. Hill, 110 E. 42d St., New York

American institute of chemical engineers
Sec. John C. Olsen, Brooklyn Polytechnic Institute, 85 Livingston St., Brooklyn, N.Y.

American institute of chemists (formerly American institute of chemistry)
Sec. L R. Seidell, 80 Washington St., New York

American institute of consulting engineers, inc.
Sec. Philip W. Henry, 111 Broadway, New York

American institute of electrical engineers
Sec F. L. Hutchinson, 33 W. 39th St., New York

American institute of fertilizer chemists
Sec.-Treas. W. J. Gascoyne, jr., 27 S. Gay St., Baltimore, Md

American institute of metals
Now a division of the American institute of mining and metallurgical engineers

American institute of mining and metallurgical engineers
Sec. H. Foster Bain, 29 W 39th St., New York

American institute of steel construction (formerly National steel fabricators' association)
Exec.-Director. Charles F. Abbott, 350 Madison Ave., New York

American institute of weights and measures
Sec. C. C. Stutz, 115 Broadway, New York

American iron and steel institute
Asst. Sec. E A. S. Clarke, 40 Rector St., New York

American iron, steel and heavy hardware association
Sec. A. H. Chamberlain, Marbridge Bldg., Broadway and 34th St., New York

American leather chemists' association
Sec. H. C. Reed, 22 E. 16th St., New York

American malleable castings association
Sec.-Treas. Robert E. Belt, 1900 Euclid Ave., Cleveland

American management association
Managing Dir. W. J. Donald, 20 Vesey St., New York
This society is an amalgamation of the National personnel association, the National association of corporation training, the Industrial relations association of America, and the National association of sales managers

American manufacturers' association
Sec. 2 Rector St., New York

American manufacturers' export association
Sec. Osbert C Roach, 160 Broadway, New York

American marine association (formerly the Marine equipment association of America)
Sec. 15 Park Row, New York

American marine exposition
Director. Peter A. Sensenrg, 15 Park Row, New York

American mathematical society
Sec. R. G. D. Richardson, Brown University, Providence, R.I.

American merchant marine library association
Sec. Harrison W. Craver, 82 Beaver St., New York

American metric association
See the Metric association

American mining congress
Sec. James F. Callbreath, Munsey Bldg., Washington, D.C.

American national retail jewelers' association
Sec. A. W. Anderson, 106 E. Wisconsin Ave., Neenah, Wis.

American newspaper publishers association
Sec. George M. Rogers, c/o Cleveland Plain-Dealer, Cleveland

American oil burner association (formerly American association of oil burner manufacturers)
Sec.-Treas. Leod C. Becker, Galesburg, Ill.

American oil chemists' society (formerly Society of cotton products analysts)
Sec.-Treas. J. C. P. Helm, New Orleans, La.

American oil men's association
Sec. H. G. James, 624 S. Michigan Ave., Chicago

American order of steam and electrical engineers
Corresponding engineer. William S. Wetzler, 753 N 44th St., Philadelphia

American paper and pulp association
Sec -Treas. Dr. Hugh P. Baker, 18 E. 41st St., New York

American peat society
Sec. Charles Knap, 2 Rector St., New York

American petroleum institute
Sec. R. L. Welch, 250 Park Ave., New York

American pharmaceutical association
Sec. William B. Day, 701 S. Wood St., Chicago

American pharmaceutical manufacturers' association
Sec. Carroll Dunham Smith, Smith Pharmacal Co., 323 E. 34th St., New York

American photoengravers' association
Sec.-Treas. Oscar F. Kwett, Canton, Ohio

American physical society
Sec. H. W. Webb, Columbia University, New York

American pig iron association
Sec. John Penton, 1213 W. Third St., Cleveland

American public health association
Sec. Homer N. Calver, 370 Seventh Ave., New York

American radio relay league, inc.
Sec. K. B. Warner, 1711 Park St., Hartford, Conn.

American railway association
Sec. H. J. Forster, 30 Vesey St., New York
A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age

American railway bridge and building association
Sec.-Treas. C. A. Lichty, C. & N.W. Railway, 319 N. Waller Ave., Chicago

American railway development association
Sec.-Treas. A. L. Moorshead, c/o Erie Railroad, New York

American railway engineering association
Sec. E. H. Fritch, 431 S. Dearborn St., Chicago

American railway tool foremen's association
Sec. G. G Macina, C. M. & St. P. Railway, Chicago

American refractories institute
Sec. (Acting sec.) M. C. Booze, 2202 Oliver Bldg., Pittsburgh, Pa.

American road builders association
Sec. Ethel A. Birchland, 37 W. 39th St., New York

American short line railroad association
Sec. T. F. Whittelsey, Union Trust Bldg., Washington, D.C.

American silver producers' association
Sec.-Treas. Henry M. Rives, Reno, Nevada

American society for municipal improvements
Sec. C. W. S. Sammelman, 3817 Olive St., St. Louis, Mo

American society for steel treating (formerly American steel treaters' society)
Sec. W. H. Eisenman, 4600 Prospect Ave., Cleveland

American society for testing materials
Sec.-Treas C. L. Warwick, 1315 Spruce St., Philadelphia

American society of agricultural engineers
Sec. Raymond Olney, St. Joseph, Mich

American society of civil engineers
Sec. George T. Seabury, United Engineering Societies Bldg., 33 W. 39th St., New York

American society of heating and ventilating engineers
Sec. F C. Houghten, 29 W. 39th St., New York

American society of marine designers (formerly American society of marine draftsmen)
Sec. B G. Barnes, 202 Kendrick Ave., Quincy, Mass

American society of mechanical engineers
Sec Calvin W. Rice, 29 W. 39th St., New York

American society of naval engineers
Sec.-Treas Commander Bryson Bruce, Bureau of Engineering, Navy Dept., Washington, D C

American society of refrigerating engineers
Sec. William H Ross, 35 Warren St., New York

American society of safety engineers
This society has combined with the Engineering section of the National safety council and is now known as the American society of safety engineers, the Engineering section of the National safety council

American society of sales executives
Sec. 90 West St., New York

American society of sanitary engineering
Sec. James R. Walker, City Hall, Waterbury, Conn.

American specification institute
Sec. 160 N. LaSalle St., Chicago

American statistical association, inc.
Sec.-Treas. Williford I. King, 474 W. 24th St., New York

American steel treaters' society
Now the American society for steel treating

American supply and machinery manufacturers' association
Sec.-Treas. Frederick D. Mitchell, 4106 Woolworth Bldg., New York

American trade executives association
Now the National association of trade association executives

American valuation association
Sec. Stanley Williamson, Linde Air Products Co, 30 E. 42d St., New York

American warehousemen's association
Sec. Charles L. Criss, May Bldg., 5th and Liberty Aves., Pittsburgh, Pa.

American water works association
Sec. Beekman C. Little, 48 City Hall, Rochester, N.Y.

American welding society
Sec. Miss M. M. Kelly, 33 W. 39th St, New York

American wood preservers' association
Sec.-Treas. P. R. Hicks, Room 1146, Otis Bldg, Chicago

American zinc institute, inc.
Sec. Stephen S. Tuthill, 27 Cedar St., New York

Army ordnance association
Sec. Mills Bldg., 1709 G St., N.W., Washington, D.C.

Asphalt association
Sec J. E. Pennybacker, 441 Lexington Ave., New York

Associated advertising clubs of the world
Sec.-Treas Jesse H. Neal, 220 W. 42d St., New York

Associated business papers, inc.
Sec. Jesse H. Neal, 220 W. 42d St., New York

Associated general contractors of America
Sec. D. H. Sawyer, 1038 Munsey Bldg., Washington, D C.

Associated machine tool dealers
Sec. Tyler Carlisle, c/o Strong, Carlisle & Hammond Co., 1394 W. 3d St., Cleveland

Associated manufacturers of electrical supplies
Sec Frederick Nicholas, 30 E. 42d St., New York

Associated metal lath manufacturers
Commissioner. Wharton Clay, 123 W. Madison St, Chicago

Association of arts and industries
Sec Norma K. Stahle, 230 E. Ohio St., Chicago

Association of chemical equipment manufacturers (formerly Chemical equipment association)
Sec Roberts Everett, 1328 Broadway, New York

Association of Chinese and American engineers
Sec P Y. Tsai, c/o The Chuchow-Chinchow Railway, Peking

Association of collegiate schools of architecture
Sec Clarence A. Martin, Cornell University, Ithaca, N.Y.

Association of Edison illuminating companies
Sec. Preston S. Millar, Electrical Testing Laboratories, East End Ave. and 80th St., New York

Association of electragists international
Sec Lawrence W. Davis, 15 W. 37th St., New York
Formerly known as the National Association of electrical contractors and dealers, and as the International association of electragists

Association of governmental labor officials of the United States and Canada
Now the International association of governmental labor officials of the United States and Canada

Association of iron and steel electrical engineers
Sec. F. W. Cramer, Bethlehem Steel Corporation, Johnston, Pa.

Association of national advertisers, inc.
Sec.-Treas. Robert K. Leavitt, 7 W. 46th St., New York

Association of natural gasoline manufacturers
Pres. D. E. Buchanan, Chestnut and Smith Corp., Tulsa, Okla.

Association of official agricultural chemists
Sec.-Treas. W. W. Skinner, Bureau of Chemistry, Washington, D.C.

Association of railway electrical engineers
Sec.-Treas. Joseph A. Andreucetti, Room 413, C. & N. W. Terminal Station, Chicago

Association of railway executives
Chairman. Stanley J. Strong, Transportation Bldg., 17th & H Sts., N.W., Washington, D.C.

Association of scientific apparatus makers of the United States of America
Sec. J. M. Roberts, 460 E. Ohio St., Chicago

Atlantic deeper waterways association
Sec. Widener Bldg., Broad and Chestnut Sts., Philadelphia

Auto bus association of New York state
Now the New York state transportation association, inc.

Automobile body builders' association
Sec. F. D. Mitchell, 1819 Broadway, New York

Automotive associations
A list of automobile shows, foreign as well as American, and of conventions and meetings is published each week in Automotive Industries

Automotive equipment association
Sec. William M. Webster, 18th floor, City Hall Square Bldg., 139 N. Clark St., Chicago

Automotive manufacturers' association, inc.
Sec. W. E. Green, 2204 S. Michigan Blvd., Chicago

Aviation clubs
A list of aviation clubs is published from time to time in Aviation

Bankers' association for foreign trade
Sec. F. B. Tedford, Union Trust Co., Chicago

Boston society of civil engineers
Sec. John B. Babcock, 715 Tremont Temple, Boston

British iron and steel institute
Sec. George C. Lloyd, 28 Victoria St., London, S.W.1

Building officials' conference
Sec. J. F. Downey, Building Commissioner, Cambridge, Mass.

California motor carriers' association
Sec. James G. Blaine, 1290 Bush St., San Francisco

Canadian association of stationary engineers
Sec. Miss Violet Pearce, 139 Essex St., Toronto, Ont.

Canadian deep waterways and power association
Sec.-Treas. Major Alex Lewis, Toronto, Ont.

Canadian electric railway association
Sec. Eustace Smith, jr., Toronto Transportation Commission, Toronto

Canadian electrical association
Sec. Louis Kon, 311 Power Bldg., Montreal, Que.

Canadian engineering standards association
Sec. H. H. Vaughan, 522 Jackson Bldg., Ottawa, Ont.

Canadian gas association
Sec.-Treas. George W Allen, 7 Astley Ave., Toronto, Ont.

Canadian good roads association
Sec.-Treas. George A. McNamee, 909 New Birks Bldg., Montreal, Que.

Canadian institute of chemistry
Sec. L. E. Westman, 57 Queen St., West, Toronto, Ont.

Canadian institute of mining and metallurgy
Sec.-Treas. G C. Mackenzie, Montreal, Que.

Canadian national clay products association
Sec.-Treas. Gordon Keith, 435 Grace St., Toronto

Canadian society of civil engineers
Now the Engineering institute of Canada

Carnegie institute of economics
Sec. 26 Jackson Place, N.W., Washington, D.C.

Chamber of commerce of the United States of America
Sec. D. A. Skinner, Chamber of Commerce Bldg., Washington, D.C.

Chemical equipment association
Now the Association of chemical equipment manufacturers

Chemical foundation, inc.
Sec 85 Beaver St., New York

China society of America
American headquarters, 19 W. 44th St., New York

City managers' association
Now the International city managers' association

City planning institute
Sec. Flavel Shurtleff, 130 E. 22d St., New York

Clay products institute
Sec J S. Sleeper, 111 W. Washington St., Chicago

Clearwater timber protective association
Sec.-Treas. Theodore Fohl, Orafino, Idaho

Coal mining institute of America
Sec.-Treas H. D. Mason, jr., P O Box 604, Ebensburg, Pa.

Commercial associations
A list of various commercial associations is published each month in Nation's Business

Common brick manufacturers' association of America
Sec Ralph P. Stoddard, Cleveland Discount Bldg., Cleveland

Compressed air society
Sec C. H. Rohrbach, 90 West St., New York

Compressed gas manufacturers' association
Sec. 120 W. 42d St., New York

Concrete products association
Sec. Bert Carey, 111 W. Washington St., Chicago

Conference of state sanitary engineers
Sec.-Treas A. P. Miller, U.S. Public Health Service, Washington, D.C.

Conference on highway engineering and highway transport education
Sec Walter C. John, 127 Kentucky Ave., S E., Washington, D C.

Cooperative league of the United States of America
Sec 167 W 12th St., New York

Cooperative society of America
Sec 130 N. Wells St., Chicago

Copper and brass research association
Sec George A. Sloan, 25 Broadway, New York

Cost association of the paper industry
Sec T. J Burke, 18 E 41st St., New York

Custer battlefield highway association
Sec W. D Fisher, Sheridan, Wyoming

Direct mail advertising association
Sec. Frank L. Pierce, 431 Howard St., Detroit

Dixie highway association
Sec Miss M. B. Roberts, 302 First National Bank Bldg., Chattanooga, Tenn

Drop forge supply association
Sec. 300 Chestnut St., Philadelphia

Eastern railroad association
Sec E. N. Bessling, 614 F St., N.W., Washington, D.C

Electric associations
A complete directory of electrical associations with convention dates and secretaries is published in the first issue of each volume of the Electrical World in January and July

Electric power club
Sec J. M. Barr, c/o Louis Allis Co., 30 Church St, New York

Electric steel founders' research group
Director, R. A. Bull, 639 Diversey Parkway, Chicago

Electrical manufacturers' club
Sec. Walter F. Field, Safety Insulated Wire and Cable Co., 114 Liberty St., New York

Electrical manufacturers' council
Sec Frederick Nicholas, 30 E. 42d. St., New York

Electrical safety conference
Sec R B Shepard, 109 Leonard St., New York

Electrical supply jobbers' association
Sec Franklin Overbaugh, 411 S. Clinton St, Chicago

Employing printers' association of America
Sec J M Vollmer, 1205 Monadnock Bldg, Chicago

Engineering advertisers' association
Sec N C. Tompkins, c/o Creamery Package Manufacturing Co, 61 W Kinze St., Chicago

Engineering foundation
Sec Alfred D Flinn, 29 W 39th St, New York

Engineering institute of Canada (formerly Canadian society of civil engineers)
Sec Richard John Durley, 522 Jackson Bldg, Ottawa

Engineering society of western Pennsylvania
Sec Kenneth F. Treschow, 568 Union Arcade Bldg, Pittsburgh, Pa

Engineers' club of Philadelphia
Sec 1317 Spruce St, Philadelphia

Eye sight conservation council of America, Inc.
Director Guy A Henry, Times Bldg., New York

Federated American engineering societies
Now the American engineering council

Federated engineers' development corporation
Sec 115 Broadway, New York

Financial advertisers' association
Sec 231 S LaSalle St, Chicago

Franklin institute
Sec Howard McClenahan Franklin Institute, 15 S 7th St, Philadelphia

Gas associations
A list of the principal gas associations, with officers and place and date of annual meeting, is published occasionally in the Gas Age

Gas products association
Sec Charles T Allen, 140 S Dearborn St., Chicago

Geological society of America
Sec Charles P Berkey, Columbia University, New York

Great Lakes protective association
Sec George A Marr, Rockefeller Bldg., Cleveland, O

Heating and piping contractors' national association
Sec Henry B Gombers, 50 Union Square, New York

Highway industries exhibitors' association
Sec Frederick G. Hudson, 626 Union Trust Bldg, 7 S Dearborn St., Chicago

Hollow building tile association
Sec J S Sleeper, 111 W. Washington St, Chicago

Hydraulic society
Sec. C H. Rohrbach, 90 West St., New York

Ice and refrigeration societies
Notices of national and state associations are published each month in Refrigerating World

Illuminating engineering society
Sec L H Graves, 31 W. 46th St., New York

Industrial cost association
Sec. c/o General Electric Co., West Lynn, Mass.

Industrial gas association of New England
Sec -Treas. R. J. Phelan, Worcester, Mass. Light Co., Cambridge, Mass.

Industrial relations association of America (formerly National association of employment managers)
The work of this association has been taken over by the American management association

Institute for government research
Sec. 26 Jackson Place, Washington, D.C.
An association of citizens for cooperating with public officials in the scientific study of government

Institute of American meat packers
Sec. 509 S. Wabash Ave., Chicago

Institute of economics
Pres. Robert S. Brookings, 26 Jackson Place, N.W., Washington, D C

Institute of paint and varnish research
Sec. G B. Heckel, 509 The Bourse, Philadelphia

Institute of radio engineers
Sec. A. N. Goldsmith, College of the City of New York, New York

International amateur radio union
Sec K B. Warner, 1711 Park St., Hartford, Conn

International association of electragists
Now the Association of electragists international

International association of governmental labor officials of the United States and Canada
Sec -Treas Louise Schutz, Industrial Commission, 612 Bremer Arcade, St. Paul, Minn

International association of master house painters
Sec A H McGhan, 1515 11th St., N.W., Washington, D.C.

International association of municipal electricians
Sec E H Benz, West New York, N J

International association of printing house craftsmen
Sec Louis M. Augustine, 38 White Ave., Hamilton, Md

International association of street sanitation officials
Sec. A M Anderson, 10 S. La Salle St., Chicago

International bureau of weights and measures
Director Charles E Guillaume, St Cloud, Seine-et-Oise, France

International chamber of commerce
Sec Dr Edward Dolleans (temporary sec) University of Dijon, Dijon, France
Sec, American section, Lacey C Zapf, Chamber of Commerce Bldg, Washington, D C.

International city managers' association
Sec John G. Stutz, Lawrence, Kansas

International commission on illumination
Asst. Sec J. W. T. Walsh, National Physical Laboratory, Teddington, Eng
Pres National committee, Clayton H. Sharp, 80th St and East End Ave, New York
Meetings are held every three years
Meeting, United States, '27

International conference on large high tension electric systems
Sec -General, J Tribot Laspière, 25 Boulevard Malesherbes, Paris

International congress of architects
Sec of the American section, George Oakley Totten, jr., 808 17th St., N W., Washington, D C

International congress of master printers
Sec Bruno Zachrisson, Gothenburg, Sweden

International electrochemical commission
General Sec. C. le Maistre, 28 Victoria St., Westminster, London, S.W.
International body representing national electrical societies contributing to its support

International garden cities and town planning association
City and regional congress together with the National conference on city planning, New York, April 20-25, '25

International institute of refrigeration
Sec. J. Raymond, Weavers' Hall, 22 Basinghall St., London, E.C.2

International mining convention
Exec.-Chairman. Henry M. Parks, Director, Oregon Bureau of Mines and Geology, Oregon Bldg., Portland, Ore.

International railway congress association
Sec. L. Weissenbruch, 11 Rue de Louvain, Brussels, Belgium

International railway fuel association
Sec. J. B. Hutchison, 6000 Michigan Ave., Chicago

International street and interurban railway association (Central Europe)
Sec Dr Arthur Ertel, Favoritenstrasse 9, Vienna

International tramway, light railway and bus association
Sec. 15 Avenue de la Toison d'Or, Brussels

International typographical union
Sec. J. W. Hays, 640-50 Newton Claypool Bldg., Indianapolis

International union of pure and applied chemistry
Sec. American delegation, Edward W Washburn, University of Illinois, Urbana, Ill. Meeting, United States, 1926

International union of steam and operating engineers
Sec. 6334 Yale Ave., Chicago

Inventors' league of the United States
Sec. George W. Whigelt, 114 Maiden Lane, New York

Investment bankers' association of America
Sec. Frederick R. Fenton, 38 S. Dearborn St., Chicago

Iron and steel exposition
Chairman, John F. Kelly, 706 Empire Bldg., Pittsburgh, Pa

Lake carriers' association
Sec.-Treas. George A. Marr, Rockefeller Bldg., Cleveland, O.

League of the Southwest
Sec. F. E. Weymouth, U.S. Reclamation Service, Denver, Colo.
An organization for studying the problems connected with the development of the Colorado river

Linseed oil association
Sec. George Fortmyer, National Lead Co., 111 Broadway, New York

Manufacturers' aircraft association
Sec. Chance M. Vought, c/o Lewis and Vought Corporation, Long Island City, N.Y.
The collecting and disseminating of information regarding aeronautical activities and the publishing of the Aircraft Year Book, formerly duties of this association, have been taken over by the Aeronautical chamber of commerce of America. The Manufacturers' aircraft association will continue to handle the administration of the cross license agreements covering airplane patents

Manufacturing chemists' association of the United States
Sec. John L. Tierney, 616 Investment Bldg., 15th and K Sts., N.W., Washington, D.C.

Marine equipment association of America
Now the American marine association

Master boiler makers' association
Sec. H. D. Vought, 26 Cortlandt St., New York

Mathematical association of America
Sec. W. D. Cairns, Oberlin College, Oberlin, Ohio

Metric association
Sec. Howard Richards, jr., 156 Fifth Ave., New York

Midwestern engineering exposition, inc.
General Man. George E. Pfisterer, 53 W. Jackson Blvd., Chicago

Mineralogical society of America
Sec. H. P. Whitlock, American Museum of Natural History, New York

Mining and metallurgical society of America
Sec. Donald M. Liddell, 2 Rector St., New York

Motor bus associations
A list of national and local associations together with the names and addresses of secretaries and dates of conventions is published each month in Bus Transportation

Motor carriers' association of California
Sec. Arthur H. Samish, 340 Flood Bldg, San Francisco

National academy of sciences
Sec. Paul Brockett, 21st and B Sts., N.W., Washington, D.C.

National advertising commission
Sec. Charles F. Hatfield, Commercial Bldg., St. Louis

National advisory committee for aeronautics
Sec. Dr. David W. Taylor, Navy Bldg., 17th and B Sts., N.W. Washington, D.C.

National aeronautic association of the United States of America, inc.
Sec. Donald W. Douglas, 1148 10th St., Santa Monica, Calif.
This association is an amalgamation of the Aero club of America and the National air association

National air association
This association, together with the Aero club of America, has been amalgamated into the National aeronautic association of the United States of America

National association of brass manufacturers
Sec. W M. Webster, City Hall Square Bldg., Room 1813, Chicago

National association of builders' exchanges
Sec.-Mgr. J. B. Landers, Chamber of Commerce Bldg., Oklahoma City, Okla.

National association of commercial organization secretaries
Sec.-Treas. A. C. Snell, Jacksonville, Fla

National association of corporation training
The work of this association has been taken over by the American management association

National association of cost accountants
Sec. Stuart C. McLeod, 130 W. 42d St, New York

National association of cotton manufacturers
Sec. 80 Federal St, Boston, Mass.

National association of credit men
Sec.-Treas. J. H. Tregoe, 41 Park Row, New York

National association of electrical contractors and dealers
Now the Association of electragists international

National association of electrical inspectors
Exec.-Sec. T. H. Day, 59 Deerfield Ave., Hartford, Conn.

National association of engine and boat manufacturers, inc.
Sec. Ira Hand, 29 W. 39th St., New York

National association of farm equipment manufacturers
Sec. H. J Sameit, 608 S. Dearborn St., Chicago

National association of finance companies
Sec. 76 W. Monroe St., Chicago

National association of ice industries
Sec. Leslie C. Smith, 163 W. Washington St., Chicago

National association of leather belting manufacturers of the United States
Sec. George H. Blake, P. O. Box 859, City Hall Station, New York

National association of manufacturers of the United States of America
Sec. George S. Boudinot, 50 Church St., New York

National association of master plumbers
Sec. E. B. Kleine, 329 Ludlow Ave., Cincinnati, O.

National association of music merchants
Sec. 45 W. 45th St., New York

National association of mutual savings banks
Sec. 11 E. 36th St., New York

National association of office managers
Sec. G. S. Childs, Alexander Hamilton Institute, Astor Place, New York

National association of practical refrigerating engineers
Sec. Edward H. Fox, 5707 West Lake St., Chicago

National association of purchasing agents
Sec. W. L. Chandler, 233 Broadway, New York

National association of railroad and utilities commissioners
Sec. James B. Walker, 270 Madison Ave., New York

National association of railroad tie producers
Sec. John S. Penney, 924 Syndicate Trust Bldg., St. Louis

National association of sales managers
Now merged with the American management association

National association of sheet metal contractors
Sec. Edwin L. Seabrook, 608 Chestnut St., Philadelphia

National association of stationary engineers
Sec. Frederick W. Raven, 417 S. Dearborn St., Chicago

National association of trade association executives (formerly American trade executives association)
Exec.-Sec. Miss Margaret R. Rourke, 50 E. 42d St., New York

National automobile chamber of commerce
Gen. Mgr. Alfred Reeves, 366 Madison Ave., New York

National automobile dealers' association
Sec.-Manager. C. A. Vane, 320 N. Grand Ave., St. Louis, Mo.

National automotive parts association
Sec. 611 Capitol Theatre Bldg., Broadway near Witherell St., Detroit

National board of boiler and pressure vessel inspectors
Sec. C. O. Myers, 502 Comstock Bldg., Columbus, O.

National board of fire underwriters
Sec Sumner Ballard, 80 Maiden Lane, New York

National brick manufacturers' association
Sec. Theo. E. Randall, 211 Hudson St., Indianapolis

National bureau of economic research, inc.
Sec. Oswald W. Knauth, 474 W. 24th St., New York

National cinder concrete products association
Sec J. Edwin Rutter, Cameron and Reilly Sts., Harrisburg, Pa.

National civic federation
Chairman. Ralph M. Easley, 1 Madison Ave., New York

National coal association
Exec.-Sec. Harry L. Gandy, Southern Bldg., Washington, D.C.

National concrete stave silo association
Sec. W. G. Kaiser, 111 W. Washington St., Chicago

National conference of business paper editors
Sec.-Treas. A. G. Oehler, c/o Railway Electrical Engineer, 30 Church St., New York

National conference on city planning
Sec. Flavel Shurtleff, 130 E. 22d St., New York

National conference on highway traffic regulations
Sec.-Treas. D. R. Faries, Automobile Club of Southern California, 1844 South Figueroa St., Los Angeles

National conference on pharmaceutical research
Sec.-Treas. J. C. Krantz, jr., Baltimore, Md.

National conference on state parks
Sec. Union Trust Bldg., Washington, D.C.

National container association
Sec.-Treas. B. C. Tamlin, Room 638, Transportation Bldg., Chicago

National cooperative convention
See the Cooperative league of the United States of America

National council of American importers and traders, inc.
Sec. Franklin Van Leer, jr., 45 E. 17th St., New York

National council of lighting fixture manufacturers
Sec. H. B. Garrett, 424 Guarantee Title Bldg., Cleveland

National crushed stone association
Sec J. R. Boyd, Earle Bldg., Washington, D.C.

National district heating association
Sec. D. L. Gaskill, 112 W. 42d St., Greenville, O.

National drainage congress of America
Sec. C. R. Thomas, 1163 Monadnock Bldg., Chicago

National editorial association
Sec. H. C. Hotaling, Ryan Bldg., 6th and Roberts Sts., St. Paul, Minn.

National electric light association
Exec.-Manager. M. H. Aylesworth, 29 W. 39th St., New York

National electrical credit association
Sec. Frederick P. Vose, 1347 Marquette Bldg., Chicago

National fertilizer association
Exec.-Sec. Charles J. Brand, 616 Investment Bldg., 15th and K Sts., N.W., Washington, D.C.
This is a new association which has been formed by a merger of the old National fertilizer association and the Southern fertilizer association

National fire protective association
Sec. Franklin H. Wentworth, 40 Central St., Boston, Mass.
Sec., Electrical committee, Ralph Sweetland, 141 Milk St., Boston

National foreign trade council
Sec. O. K. Davis, India House, 1 Hanover Sq., New York

National founders' association
Sec. J. M Taylor, 29 S. LaSalle St., Chicago

National housing association
Sec. Lawrence Veiller, 105 E. 22d St., New York

National implement and vehicle association
Sec. Henry J. Sameit, 608 S. Dearborn St., Chicago

National industrial advertisers' association
Sec. W. S. Hays, National Slate Association, Drexel Bldg., Philadelphia

National industrial conference board
Pres. Magnus W. Alexander, 247 Park Ave., New York

National industrial council
Sec.-Treas. Earl Constantine, 50 Church St., New York

National industrial traffic league
Sec. J. H. Beck, 111 W. Washington St., Chicago

National lime association
Sec. Burton A. Ford, Mather Bldg., 918 G St., N.W., Washington, D.C.

National lumber manufacturers' association
Sec. Wilson Compton, Transportation Bldg., 17th and H Sts., N.W., Washington, D.C.

National machine-tool builders' association
Sec. Ernest F. DuBrul, 81 Provident Bank Bldg., Cincinnati

National merchant marine association
Sec. Munsey Bldg., Washington, D.C.

National metal trades association
Sec. J. E. Nyhan, People's Gas Bldg., Chicago

National motor bus association
Pres. Ralph W. Sanborn, Hippodrome Bldg., Cleveland

National motor transport association
Sec. E. B. Burritt, 250 W. 57th St., New York

National motorists association
Now the American automobile association

National municipal league
Sec. Harold W. Dodds, 261 Broadway, New York

National museum of engineering and industry
Pres. Samuel Insull, 72 W. Adams St., Chicago

National paint, oil and varnish association
Sec. George F. Horgan, 18 E. 41st St., New York

National paper trade association of the United States
Sec. William Ridgeway, 41 Park Row, New York

National paving brick manufacturers' association
Sec. Edward E. Duff, jr., Engineers Bldg., Cleveland

National personnel association
Now the American management association

National petroleum association
Sec. C. D. Chamberlain, 823 Guardian Bldg., Cleveland

National petroleum marketers association
Sec. 624 S. Michigan Blvd., Chicago

National pipe and supplies association
Sec.-Treas. George D. McIlvaine, 908 Oliver Bldg., Pittsburgh

National pressed metal society
Sec.-Treas. D L. Mathias, Box 65, Pittsburgh

National publishers' association
Sec. F. L. Wurzburg, Nast Publications, 19 W. 44th St., New York

National research council
Dir. Highway research board. Charles M. Upham, 2101 B St., N.W., Washington, D.C.

National rivers and harbors congress
Sec. S. A. Thompson, 824 Colorado Bldg., Washington, D.C.

National safety council
Sec. W. H. Cameron, 160 N. Michigan Ave., Chicago
Sec. Engineering Section—American Society of Safety Engineers. W. Dean Keefer, 168 N. Michigan Ave., Chicago

National sand and gravel association
Sec. T. R. Barrows, 903 Munsey Bldg., Washington, D.C.

National slag association
Sec. Leader News Bldg., Cleveland

National slate association
Sec. W. S. Hays, Drexel Bldg., Philadelphia

National society for vocational education
Sec Miss Clothilda Ware, 140 W. 42d St., New York

National standard parts association
Sec. 2539 Woodward Ave., Detroit

National steel fabricators' association
Now the American institute of steel construction

National supply and machinery distributors' association (formerly the National supply and machinery dealers' association)
Sec.-Treas. George Fernley, 505 Arch St., Philadelphia

National terra cotta society
Sec. 19 W. 44th St., New York

National tire dealers' association
Sec. 242 W. 56th St., New York

National trade extension bureau
Sec.-Manager. William J. Wooley, Mercantile Bank Bldg., Evansville, Ind.

National transportation institute
Sec. Grand Central Terminal, New York

National varnish manufacturers' association
Sec.-Treas. George B. Heckel, 509 The Bourse, Philadelphia

National warm-air heating and ventilating association
Sec. Allen W. Williams, Columbia Bldg., Columbus, O.

National wholesale druggists' association
Sec. Charles H. Waterbury, 51 Maiden Lane, New York

National wholesale dry goods association
Sec.-Treas. George A Fernley, 505 Arch St., Philadelphia

National wood chemical association
Sec.-Treas F J Goodfellow, 76 Main St., Bradford Pa

Natural gas and petroleum association of Canada
Sec.-Treas S A Morse, 48½ Market Sq., Chatham, Ont

Natural gas association of America
Sec.-Treas. Guy F Batchelor, Oliver Bldg., Pittsburgh

New England foundrymen's association
Sec. Fred S Stockwell, Barbour-Stockwell Co, Cambridge, Mass

New England road builders' association
Sec. Frederick Hoitt, 68 Devonshire St., Boston

New England waterworks association
Sec Frank J. Gifford, Supt Water Works, Dedham, Mass

New York state motor transportation association, inc.
Pres. Carl W Stocks, Editor Bus Transportation, 10th Ave. and 36th St., New York
Formerly the Auto bus association of New York state

North Central electric association
Sec. J. W Lapham, 351 Loeb Arcade, Minneapolis

Optical society of America
Sec. F. K. Richtmyer, Cornell University, Ithaca, N.Y.

Outdoor advertising association of America
Pres. Harry F. O'Mealia, c/o O'Mealia Outdoor Advertising Co., 372 Johnston Ave., Jersey City, N J
This association is a merger of the Poster advertising association, inc, and the Painted Outdoor advertising association

Pacific coast gas association
Sec. Clifford Johnstone, 447 Sutter St., San Francisco

Pacific logging congress
Sec.-Treas George M. Cornwall, Portland, Ore

Paint manufacturers' association of the United States
Sec.-Treas. George B. Heckel, 509 The Bourse, Philadelphia

Painted outdoor advertising association
This association has now merged with the Poster advertising association, inc, to form the Outdoor advertising association of America

Pan American highway congress
Exec.-Sec. of the American Commission Pyke Johnson, Transportation Bldg, 17th and H Sts., N.W., Washington, D.C.

Paper trade associations
Report of the annual meetings and lists of officers for the coming year of the various associations connected with the paper trade are to be found in Paper trade journal for February 25, 1926

Periodical publishers' association of America
Sec. 8 W. 40th St., New York

Permanent international association of navigation congresses
Sec. American Section, Major G. R. Young, Munitions Bldg., Washington, D.C.

Personnel research federation
Sec. Alfred D. Flinn, 29 W. 39th St., New York
This society will collect research information and coordinate the research activities of about 250 organizations

Plumbers' associations
A list of the various state associations, with convention dates, will be found in the weekly numbers of Domestic Engineering

Port of New York authority
Sec. William Leary, 11 Broadway, New York

Portland cement association
Gen. Manager, William M. Kinney, 111 W. Washington St., Chicago

Poster advertising association, Inc.
This association has now merged with the Painted outdoor advertising association to form the Outdoor advertising association of America

Public utilities advertising association
Sec. Charles W. Person, 820 Electric Bldg., Portland, Ore.

Radio club of America
Sec. 122 Chambers St., New York

Railway and locomotive historical association
Sec. R. W. Carlson, Escanaba, Mich.

Railway associations
A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age

Railway business association
Sec. Frank B. Noxon, 600 Liberty Bldg., Broad and Chestnut Sts., Philadelphia

Railway development association of the Southeast
Sec. H. S. McLendon, St. Augustine, Fla.

Railway equipment manufacturers' association
Sec. Joseph Sinkler, Pilot Packing Co, People's Gas Bldg., Chicago

Refractories manufacturers' association
Sec. F. W. Donahoe, 840 Oliver Bldg., Pittsburgh

Rice leaders of the world association
Pres. Ellwood Rice, 225 Fifth Ave., New York

Rocky Mountain petroleum association
Sec. 206 Customhouse, Denver, Colo.

Rubber association of America, Inc.
Sec. A. L Viles, 250 W. 57th St, New York

Safety institute of America
Sec. L. V. Coleman, 141 E. 29th St., New York

Sand-lime brick association
Sec. J. Morley Zander, Jackson Church Co., Saginaw, Mich.

Science service, Inc.
Director, Edwin E. Slosson, 1115 Connecticut Ave., N.W., Washington, D.C.
An institution, comprised of the National academy of sciences, the American association for the advancement of science, and the National research council "for increasing the intelligence of the people in science by means of the journalistic press"

Silk association of America
Sec. Ramsay Peugnet, 354 Fourth Ave., New York

Smoke prevention association
Sec. Frank A. Chambers, 111 N. Dearborn St., Chicago

Society for electrical development, Inc.
Sec.-Treas. J. Smleton, jr., 522 Fifth Ave., New York

Society for the prevention of accidents, Inc.
Sec. Charles F. Hammond, 231 W. 69th St., New York

Society for the promotion of engineering education
Sec. Dean F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.

Society of American military engineers
Sec. Mills Building, Washington, D.C.

Society of automotive engineers
Sec. Coker F. Clarkson, 29 W. 39th St., New York

Society of chemical industry
Sec. American section, Allen Rogers, Pratt Institute, Brooklyn, N.Y.

Society of economic geologists
Sec.-Treas. Sydney H. Ball, 42 Broadway, New York

Society of harbor engineers
Sec. (temp. sec.) J. H. Leonard, 25 Church St., New York

Society of industrial engineers
Sec. George C. Dent, 608 S. Dearborn St., Chicago

Society of naval architects and marine engineers
Sec.-Treas. Daniel H. Cox, 29 W. 39th St., New York

Society of terminal engineers
Sec. Charles H. Newman, 36 Warren St., New York

Southeastern water and light association (formerly Tri-state water and light association)
Sec.-Treas W. F. Stieglitz, Columbia, S.C.

Southern fertilizer association
Now a part of the National fertilizer association

Southern gas association
Sec.-Treas. W. P. Connolly, Charleston, S.C.

Southern metal trades association
Sec. William E. Dunn, jr., Atlanta, Ga.

Southern newspaper publishers' association
Sec.-Treas. W. S. Johnson, Chattanooga News, Chattanooga, Tenn.

Southern pine association
Sec. H. C. Berckes, New Orleans, La.

Southern supply and machinery dealers' association
Sec -Treas. Alvin M. Smith, Smith-Courtney Co, Richmond, Va.

Southern textile association
Sec.-Treas. F. Gordon Cobb, Lancaster Cotton Mills, Lancaster, S.C.

Southwest waterworks association
Sec.-Treas. R. D. Morgan, Mexia, Texas

Southwestern electrical and gas association
Now the Southwestern public service association

Southwestern public service association (formerly Southwestern electrical and gas association)
Sec. E. N. Willis, 403 Slaughter Bldg., Dallas, Texas

Southwestern society of engineers
Sec. C. E. Barlebaugh, 721 First National Bank Bldg., El Paso, Texas

Stable money association
Sec. 104 Fifth Avenue, New York

State sanitary engineers
See Conference of state sanitary engineers

Stoker manufacturers' association
Sec. William V. McAllister, 2909 Fischer St., Detroit

Synthetic organic chemical manufacturers' association of the United States
Pres. Chas. H. Herty, 1 Madison Ave., New York

Tap and die institute
Sec. Herbert S. Blake, 120 Broadway, New York

Taylor society
Sec. H. S. Person, 29 W. 39th St., New York
To promote the science and art of administration and of management

Technical association of the pulp and paper industry
Sec.-Treas. William C. MacNaughton, 18 E. 41st St., New York

Technical photographic and microscopical society
Sec.-Treas. Alfred B. Hitchins, c/o Ansco Co., Binghamton, N.Y.

Technical publicity association, inc.
Sec.-Treas. W. C. Cash, c/o Ingersoll-Rand Co., 11 Broadway, New York

Telephone pioneers of America
Sec. R. H. Starrett, 195 Broadway, New York

Textile color card association of the United States
Managing director, Miss Margaret H. Rourke, 50 E. 42d St., New York

Textile exhibitors' association
Sec. 31 St. James Ave., Boston

Trailer manufacturing association of America
Sec. 160 W. 87th St., New York

Universal craftsmen council of engineers
Sec. Thomas H. Jones, 33 Linden Ave., Cherrydale, Va.

United engineering society
Sec. Alfred D. Flinn, 29 W. 39th St., New York

United States potters' association
Sec.-Treas. Charles F. Goodwin, East Liverpool, Ohio

United typothetae and Franklin clubs of America
Sec. 600 W. Jackson Blvd., Chicago

Western association of electrical inspectors
Sec. William S. Boyd, 175 W. Jackson Blvd., Chicago

Western ice manufacturers' association
Sec.-Treas. Charles K. Wood, 623 Skukert Bldg., Kansas City, Mo.

Western society of engineers
Sec. Edgar S. Nethercut, 1735 Monadnock Bldg., 53 W. Jackson Blvd., Chicago

Sibley J—Sibley Journal of Engineering. $2.50; single numbers 30c. m (except JI-S) Sibley Journal of Engineering, Inc., Ithaca, N.Y.

Soc Auto Eng J—Society of Automotive Engineers. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York.

Soc Chem Ind J—Society of Chemical Industry. Journal £4 4s; single numbers 1s 9d. w Society of Chemical Industry, Central House, 46 & 47, Finsbury Sq, London, E.C. 2

Soc Dyers & Col J—Society of Dyers and Colourists Journal 60s; single numbers 5s. m Society of Dyers and Colourists, 30 Pearl Assurance Bldgs, Market St, Bradford, England.

Soc Ing Civils Bul—Mémoires et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. bi-m Hotel de La Société, 19, rue Blanche, 19 (9e), Paris, France.

Special Lib—Special Libraries. $4; single numbers 50c. m (except Ag and S) Special Libraries Association, 195 Broadway, New York

Spectator—Spectator. $4, single numbers 25c. w Spectator Co., 135 William St, New York

Stahl & Eisen—Stahl und Eisen single numbers M 1.50 w Verlag Stahleisen, b.H., Düsseldorf, Germany American agent, Paul F Hermann, 657 Century Bldg., Pittsburgh, Pa

Stevens Ind—Stevens Indicator. $3, single numbers 50c bi-m Stevens Institute of Technology, Hoboken, N J.

Survey of Cur Business—Survey of Current Business (monthly supplement to Commerce Reports) $1 50; single numbers 10c m Superintendent of Documents, Washington, D C

System—System $4; single numbers 35c. m A W. Shaw Co, Cass, Huron and Erie Sts, Chicago.

Taylor Soc Bul—Bulletin of the Taylor Society $3; single numbers 75c bi-m Taylor Society, 29 W 39th St, New York

Tech Assn Pa—Technical Association Papers $3 annual Technical Association of the Pulp and Paper Industry, 18 E 41st St, New York

Textile Col—Textile Colorist $5 m Textile Colorist, Inc., 233 Broadway, New York.

Textile Inst J—Textile Institute Journal 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester, England

Textile World—Textile World $4 w Brugdon, Lord & Nagle Co, Inc, 334 4th Av, New York

U S Agric Bul—United States. Dept of Agriculture Bulletin Distributed free of charge U S Dept of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Office of Public Roads are indexed

U S Bur For & Dom Com—United States Bureau of Foreign and Domestic Commerce. Special agents series. U.S Bureau of Foreign and Domestic Commerce, Washington, D C *

U S Bur For & Dom Com misc ser—United States Bureau of Foreign and Domestic Commerce Miscellaneous series U S Bureau of Foreign and Domestic Commerce, Washington, D.C. *

U S Bur For & Dom Com Trade Information Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C. *

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics, Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D C. †

U S Bur Mines Circ—United States Bureau of Mines. Miners' Circular. U.S. Bureau of Mines Washington, D.C. †

U S Bur Mines Rep of Invest—United States. Bureau of Mines. Reports of Investigations, Bureau of Mines, Washington, D.C. †

U S Bur Mines Tech Pa—United States Bureau of Mines Technical Paper. U.S. Bureau of Mines, Washington, D C. †

U S Bur Stand Circ—United States Bureau of Standards Circular U.S. Bureau of Standards, Washington, D.C ‡

U S Bur Stand Sci Pa—United States Bureau of Standards. Scientific Papers. U.S. Bureau of Standards, Washington, D C ‡
Per volume paper $1 25; cloth $1 50; foreign subscription, paper $2; cloth $2.10. Single numbers vary in price.

U S Bur Stand Tech Pa—United States. Bureau of Standards. Technologic Papers. U.S. Bureau of Standards, Washington, D.C. ‡

U S Geol S Bul—United States Geological Survey Bulletin. Distributed free of charge. U.S. Geological Survey, Washington, D C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D C.

U S Women's Bur Bul—United States Women's Bureau Bulletin. U.S Women's Bureau, Washington, D C

Univ J of Business—University Journal of Business. $3, single numbers 75c q University Journal of Business, Box 10, Faculty Exchange, University of Chicago, Chicago, Ill.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers $3, single numbers 50c m Western Society of Engineers, 53 W Jackson Blvd, Chicago.

Wireless Age—The Wireless Age. $2 50; single numbers 25c m Wireless Press, Inc, 326 Broadway, New York
Discontinued with the July 1925 number.

Wis U Bul Eng S—Bulletin of the University of Wisconsin, Engineering Series. irr Univ. of Wis, Madison

World's Markets—World's Markets. $2 50; single numbers 25c. m R. G. Dun & Co., 290 Broadway, New York.
Discontinued with the May, 1924, number and merged with Dun's International Review.

Zeit Ver Deutsch Ing—VDI Zeitschrift des Vereines Deutscher Ingenieure R M 40; single numbers R M. 1 75 w VDI-Verlag, SW 19, Beuthstrasse 7, Berlin, Germany.

* The free distribution of nearly all of the publications of the Bureau of Foreign and Domestic Commerce is confined to the American Consular Service, educational institutions, libraries, trade journals, newspapers, commercial organizations, such as chambers of commerce or manufacturers' association, traffic managers of American railroads and government offices. Others may procure them from the Superintendent of Documents, Government Printing Office, Washington, D.C., or at any of the District or Cooperative offices of the Bureau, at the cost of printing.

† A limited edition of each publication of the Bureau of Mines is printed for free distribution to residents of the United States and its possessions and Canada, Mexico, Panama, and Cuba

‡ Single copies of the publications of the Bureau of Standards are sent free upon request to specialists concerned with the subjects treated, to those collaborating with the Bureau in its investigations, to organizations exchanging like courtesies with the Bureau, and to designated Government depository libraries. Others may purchase them from the Superintendent of Documents.

Abbreviations of Publishers' Names Used in Book Titles

Am. Acad of Pol and Soc Sci American Academy of Political and Social Science, Station B, Philadelphia

Appleton. Daniel Appleton & Co, 29-35 W 32d St, N.Y; 533 S Wabash Av, Chicago

Baird H. C Baird & Co, 2 W 45th St., N Y

Blakiston. P Blakiston's Son & Co, 1012 Walnut St, Philadelphia

Bobbs Bobbs-Merrill Co, 18 University Square, Indianapolis, 185 Madison Av, N Y

Brentano's, 5th Av & 27th St, New York

Century Co, 353 4th Av, N Y

Chemical Catalog Co, Inc, 19 E 24th St, N Y

Chemical Pub Co., 300 N 3d St, Easton, Pa

Crowell T Y Crowell Company, 387-393 4th Av., N Y

Dodd Dodd, Mead & Co, 4th Av, & 30th St, N Y.

Doran George H Doran Co, 241 Madison Av, N.Y

Doubleday Doubleday, Page & Co, Garden City, N Y

Drake Frederick J Drake & Co, 1006 S Michigan Av, Chicago

Dutton E P Dutton & Co, 681 5th Av, N Y

Ginn Ginn & Co, (Educational text-bks) 15 Ashburton Place, Boston, 2301-2311 Prairie Av, Chicago; 70 5th Av, N Y

Gregg Gregg Publishing Company, 20 W 47th St, N Y, 623 S Wabash Av, Chicago

Harcourt Harcourt, Brace & Co, 383 Madison Av., N Y

Harper Harper & Brothers, 19 E 33d St, N Y

Heath D C Heath & Co, 50 Beacon St, Boston, 239 W 39th St, N Y, 1815 Prairie Av, Chicago

Henley Norman W Henley Pub Co, Putnam Bldg, 2 W 45th St, N Y

Holt Henry Holt & Co, 1 Park Av, N Y, 2451 Prairie Av, Chicago

Houghton Houghton, Mifflin Co, 2 Park St Boston, 16 E 40th St, N Y, 2451-2459 Prairie Av, Chicago; 612 Howard St., San Francisco

Huebsch B W Huebsch, 30 Irving Pl, N Y.

Knopf Alfred A Knopf, 730 5th Av, N Y

Lippincott J B Lippincott Co., East Washington Sq, Philadelphia

Longmans Longmans, Green & Co., 55 5th Av, Cor 12th St, N.Y.

McGraw-Hill McGraw-Hill Bk Co, Inc, 370 7th Av, N Y

McKay David McKay, 604-608 S. Washington Square, Philadelphia

Macmillan The Macmillan Co, 60 5th Av., N.Y.

Manual Arts Press, 237 N Monroe St, Peoria, Ill

National Research Council, 1701 Massachusetts Av, Washington, D C

Oxford Oxford University Press (Clarendon Press) (American branch), 35 W 32d St, N Y

Penton Pub Co, 1213 W. 3d St, Cleveland, O, 220 Broadway, N Y

Pitman Sir Isaac Pitman & Sons, 2-6 W 45th St, N Y

Prentice-Hall, Inc, 70 5th Av, N Y

Putnam G P Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N Y

Revell Fleming H Revell & Co, 158 5th Av, N Y, 17 N Wabash Av, Chicago

Ronald Press Ronald Press Co, 15 E 26th St, N Y

Routledge Routledge, G & Sons, Ltd, Broadway House, 68-74 Carter Lane, Ludgate Hill, E C. 4

Scribner Charles Scribner's Sons, 597 5th Av, N Y, 320 E 21st St, Chicago

Shaw A W Shaw Co, Cass, Huron and Erie Sts, Chicago, 342 Madison Av, N Y

Simmons-Boardman Simmons-Boardman Publishing Company, 30 Church St, N Y.

Spon E & F N Spon, Ltd, 57 Haymarket, London, S W 1, Spon & Chamberlain, 120-122 Liberty St, N Y

Stokes F A Stokes Co, 443-449 4th Av, N Y

Supt of Doc Superintendent of Documents, Government Printing Office, Washington, D C

U P C Book Co, Inc, 243 W 39th St, N Y
Succeeded by Scientific Bk Corp, 15 E 26th St, N Y.

Univ of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand D Van Nostrand Co, 8 Warren St, N Y

Wiley John Wiley & Sons, Inc, 432 4th Av, N Y

Workers Educ Bur Workers Educational Bureau of America, 476 W 24th St, N Y.

Industrial Arts Index

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Consumers' buying motives. M. T Copeland Harvard Business R 2:139-53 Ja '24

Copy that overcomes buyers' inertia. H. K Hollister. Ptr Ink 128 154+ S 25 '24

Copy writers with the poet's cast of mind. R· Surrey Ptr Ink 131:133-4+ Ap 30 '25

Customer's point of view. H. N. Casson. Ptg Art 44 135-6 O '24

The dare type of appeal to drive home essential facts. J· L. Love Ptr Ink 128 89+ Ag 7 '24

Department-store copy begins to take a new tack Ptr Ink 132:123-4 Jl 9 '25

Determining the kind of advertising that sells best R. Cole il Ptr Ink M 9·30-2+ S '24

Development of a copy style G B. Hotchkiss. Ptr Ink 127 146+ Je 5 '24

Do advertising managers stay too close to their desks? R. Crothers. Ptr Ink 126:25-6+ F 14 '24

Does hob-nailed copy pay? R: Surrey. Ptr Ink 127:25-6+ My 1 '24

Does the first paragraph fulfill the promise of the headlines? W. L. Larned. Ptr Ink 128: 213+ S 18 '24

Does your copy soar above the heads of its readers? E. Wolff. Ptr Ink 128:177-8 S 18 '24

Don't aim your copy at Don Quixote. A. Leffingwell. Ptr Ink 130:109-10 Ja 22 '25

Don't press too hard in copy writing. J Calvin Ptr Ink 132·85-6+ S 17 '25

Effective selling material from government reports. Ptr Ink 130:129-30+ Ja 22 '25

Eliminate the Dodgson manner from your copy C. B. Larrabee. Ptr Ink 129:53-4+ D 25 '24

Enthusiastic selling by the printed word. J L Love Ptg Art 13.525-8 Ag '24

Exclamation point goes on a tear W L. Larned. Ptr Ink 127:49-50+ Je 12 '24

Fine art of description H N. Casson Ptg Art 43:519-21 Ag '24

Five studies on advertisement writing 5v Business-craft studies, Danville, Ill '23

Folk words vs book words in advertising. R. Surrey. Ptr Ink 130·109+ Mr 26 '25

Full-page newspaper advertising to reach one prospect; the Ward electric company. Ptr Ink 125:49-50 N 8 '23

Fussy client who insists on touching up the copy C Bold, pseud Sales Management 6·507-8 F '24

Golf's great debt to advertising W. L Larned il Ptr Ink M 11·24-6 Jl '25

Hammering brass tacks into flaccid copy. R: Surrey. Ptr Ink 131 61-2+ Je 11 '25

Handling the names of celebrities with decorum A L Townsend Ptr Ink 129 96-8 D 4 '24

How about some vitamines in your copy? T: F. Walsh. Ptr Ink M 11:48+ Ag '25

How an advertised cat put Sam Ashley on the road to prosperity. R Rockafellow. Ptr Ink 126:141-2+ Mr 6 '24

How do you talk to plain folks? A. Bradbury Ptr Ink 126 3-4+ Ja 24 '24

How important is "the idea" in advertising? E. Gilbert Ptr Ink M 10 46+ Ap '25

How many angles should a piece of copy have? R Crothers. Ptr Ink 132:143-4+ Jl 9 '25

How much horsepower has an automobile advertisement? K. M Goode. Sales Management 7 1449-50+ S '24

How shall we make the words we need? A. Bradbury Ptr Ink 131·69-70+ Ap 16 '25

How shall we say it, in the style of Washington Irving or Michael Arlen? A Bradbury Ptr Ink 129·70+ D 18 '24

How to make advertising effective H N Casson. il Ptd Salesmanship 45 339-41 Je '25

How to write advertisements C E Miller 315p [bibliog p 312-13] Hutchinson & co, London '24

How to write advertising H. A. Barton. 275p Lippincott '25

Importance of achieving a copy style. J. Wallen. Ptr Ink 125·125-6+ D 27 '23

Importance of mental movies. W. M Barrow Ptr Ink 129 87-8+ N 13 '24

Injecting speed into copy. R. Surrey Ptr Ink 128 93-4+ Ag 28 '24

Insurgent advertising P. Sartorus. Ptr Ink M 10:80+ Ja '25

Intellectual high diver makes a poor copy writer W: E Cameron Ptr Ink 133·116+ O 29 '25

It's an ill wind that can't be advertised. D. Hubbard. Ptr Ink 130:112+ Mr 12 '25

Jigger or goon—who writes your copy? A H Little. Ptr Ink M 9·41-2+ Jl '24

Language of advertising. J: B. Opdycke. 494p Pitman '25

The last word in copy; is it ever said? R: Surrey. il Ptr Ink M 9·45-6+ N '24

Let your field investigators get copy material C. E. Haring. Ptr Ink 130 25-6 Ja 29 '25

ADVERTISEMENTS—Copy—*Continued*
Let's forget the perpendicular pronoun, in criticising copy. M. Droke Ptg Art 44:369-70 D '24
Lining up the sales arguments 1-2-3. W. H Heath il Ptr Ink 127.17-19 Je 12 '24
Making romantic advertising bring practical results. Ptr Ink 132:117+ Jl 30 '25
Man behind the copy that sells the goods C M. Horton. Ptg Art 42·360-2 D '23
Must all copy writers end every word with e-s-t? J B. Gray. Ptd Salesmanship 46 273-4 N '25
Need of specific copy. R. Dickinson. Ptr Ink 132.17-20 Jl 30 '25
"New", a most important word in present-day advertising A L. Townsend. Ptr Ink 126:89-90+ Mr 20 '24
New science of persuasion Comm & Fin 14: 375-6 F 25 '25
New twists to old words R Surrey. Ptr Ink M 9.17-18+ Ag '24
Newspaper advertisements that lure the reader R. G Gardner. Ptg Art 43 449-51 Jl '24
No glittering copy generalities for General Electric W L Larned Ptr Ink 132.25-6+ S 17 '25
On the inside looking in S K Wilson Ptr Ink 133:10+ O 1 '25
Once again: "How long should the copy be?" D. M. Jones Ptr Ink 127·49-50 My 29 '24
The 1-2-3 idea in copy. D Gridley. Ptr Ink M 10 38-9+ Ap '25
Our clearing-house for ideas J. R. Ozanne System 46·741-2+ D '24
Painting with the magic pigment of words W. L. Larned Ptr Ink 131:153-4+ My 28 '25
Paragraph as you please A H. Little Ptr Ink 132 49-50+ S 24 '25
Parent of golden dreams—romance. A. H Little Ptr Ink 126·181+ Mr 6 '24
Personalized advertising. N M. Sweet. Ptg Art 44 573-6 F '25
Pertinent advertising ideas Sanitary & Heat Eng 102·408, 103 5 D 12 '24, Ja 9 '25
Pistol-shot copy leads. W. L. Larned. Ptr Ink 132 25-6+ Ag 13 '25
Power of words. A Stote Ptr Ink M 9 41-2+ O '24
Preliminary analysis of the advertising possibilities of a product Harvard Business R 4.111-21 O '25
Put a vital spark in that humdrum product Ptr Ink 127·17-18 My 8 '24
Put those statistics into pictures W. L Larned Ptr Ink 129.79-80+ D 25 '24
Quick copy shifts that checkmate sudden market changes. Ptr Ink 130.81-2 Ja 15 '25
Really now, is copy read? R Bartholomew il Ptd Salesmanship 46 243-6; Reply C: A Bates 247-50 N '25
Reducing sales arguments to the one best talking point J A Murphy Ptr Ink M 9 29-30+ O '24
Roll your own vocabulary R: Surrey. Ptr Ink 130 101-2+ Ja 15 '25
Salesmen's demonstrations that make industrial copy. W. H. Heath. Ptr Ink 130: 93-4+ Ja 8 '25
Sam Dellingham writes an advertisement R. Dickinson Ptr Ink 126:33-4+ F 21 '24
Shall advertising walk in stocking feet or hob-nailed boots? R. Giles Ptr Ink 127 17-20 Ap 10 '24
Short sentences are best. L. St Clair. Aera 12·1947-50 Je '24
Similes, slang and slogans. L Markel Ptr Ink 126:10+ Ja 17 '24
Some flies in the standardization cream jug. C Bold. Sales Management 8:533+ Ap 4 '25
Some fruits of solitude E: Harrison. Ptr Ink 128.129-30 Ag 21 '24
Splitting up the campaign's copy appeal to reach specific classes. A. L. Townsend. Ptr Ink 129:143-4+ N 13 '24
Story-tellers' club in business-paper advertising. W. L Larned. Ptr Ink M 8·35+ Mr '24
Strength of restraint in advertising. A. H. Deute. Ptr Ink 130:77-8+ Mr 5 '25
Stubbing your toe and finding hidden selling ideas W: G Clifford. Sales Management 7:1849-50 D '24
Swaddled meaning in copy. R: Surrey. Ptr Ink 125:61-2+ N 15 '23
Swat 'em hard vs seduction in copy. R. H. Isbell. Ptr Ink M 10:36-7 Mr '25
Take a tip from Tchekhoff. R: Surrey. Ptr Ink 127 77-8+ My 29 '24; Excerpts. Automotive Ind 50·1274-5 Je 12 '24
Take another look; good advertising a matter of good judgment, impatient of precedent, unhampered by rules. T: Henry. Ptr Ink 127:33-4 My 22 '24
Technique of copy writing H. N Casson Ptg Art 43:127-9 Ap '24
Ten points to remember when you write an ad. Sanitary & Heat Eng 101:307 My 16 '24
Territorial advertiser goes after a broader market, Bayuk cigars, inc. Ptr Ink 131:125-6 Ap 30 '25
Three essentials of good copy. Ptr Ink 129: 138+ N 27 '24
To make advertising technically accurate; how bureaus and laboratories of the U.S. government are working. Ptr Ink 132:53-4+ Jl 30 '25
Tone down the shout in direct-mail. R: Surrey. Ptr Ink 130.129-31 Ja 29 '25
Touch of analogy that brings conviction. K B. White il Ptr Ink M 9.39-40 Ag '24
Two-minute lesson in copy writing. F. B Frazee. Ptr Ink 131 72 Je 4 '25
Unfurnished rooms of advertising copy. A. R Hopper Ptr Ink M 9 82+ S '24
Using facts as bait in small copy. R· Surrey. Ptr Ink 128 79-80+ Ag 21 '24
Wanted—more three-letter words. H. M. Bourne Ptr Ink 131 53-4+ My 7 '25
Way to cash in on sport interest. D. Hubbard Ptr Ink 128 108+ Jl 3 '24
What copy should the package carry? K. B. White. il Ptr Ink M 9.40-2+ S '24
What the retail clerk can tell the copy writer R Brunner. Ptr Ink 128·69-70+ Jl 3 '24
What's the energy value of this copy? B: Jefferson Ptr Ink 127 61-2+ My 15 '24
When Billy Sunday's didoes invade so many advertising pages E Whitmore. il Sales Management 9.583-4 O 31 '25
When the copy writer turns ventriloquist. W. L Larned Ptr Ink 126·105-6+ Ja 3 '24
Wherein the hammer is used; elemental appeals in advertising H Botsford. Ptg Art 43 446-8 Jl '24
Which advertising viewpoint—get-rich-quick or 6 per cent and safety? R. Giles. Ptr Ink 128 3-4+ Jl 10 '24
Whoa, Pegasus! A H Little Ptr Ink 131·25-6+ Ap 23 '25
Why I think most ads are poor W. M. Kiplinger. Ptg Art 42:223-8 N '23
Why pick on the poor copy writer? C: S Knapp Ptr Ink 133 34+ O 22 '25
Why Woodbury uses the same appeal after 15 years G Kinney Ptr Ink 129·117-18 O 16 '24
Wild words and wilder dreams—and some not wild at all. E. Whitmore Sales Management 9 415-16+ O 3 '25
Word sources that strengthen copy uses. L R Alwood. Ptr Ink 128.104+ S 4 '24
Words that fit like gloves A L. Townsend Ptr Ink 133 195-6 O 8 '25
Words vs ideas in copy. E Wolff Ptr Ink M 10.112+ Ap '25
Worked-out claims that produce new pay-streaks A. L. Townsend. Ptr Ink 129:25-6+ O 2 '24
You and de audience all mixed up togedder L. Mackall Ptr Ink 128:25-6+ Jl 31 '24

See also Advertisements—Testing; Advertisements, Humorous; Advertisements, Pictorial, Trade marks—Advertising

Copy writers

See Advertising men

Copyright

See Copyright—Advertisements

ADVERTISEMENTS—*Continued*

Coupons

Coupons that pull. S. P. Moore. Il Ptr Ink M 6 36-7 My '24
Give the coupon a chance A L Townsend Ptr Ink 131:141-2+ Ap 9 '25
Increasing direct advertising returns F. McNaughton, p 148-99 Selling aid, 1304 Jackson blvd, Chicago '23
Lucky Strike advertises new sampling idea. Ptr Ink 125:99-100 N 8 '23
No obligation on your part. A Bradbury. Ptr Ink 132.10+ S 10 '25; Discussion M. Droke 133 19-20 O 1 '25
To whom shall the coupon be addressed? Ptr Ink M 11:44 Jl '25
We gave second youth to an old line. H. H. Riddleberger. Ptr Ink 132.17-19 S 3 '25
When coupons in Wisconsin newspapers are unlawful Ptr Ink 126 138 Mr 6 '24

Cross word puzzles

Advertised cross-word puzzle brings 17,000 solutions Ptr Ink 131 64+ Ap 30 '25
Getting the crossword fan W. Dings Aera 13 1489-95 Ap '25
What's a six letter word meaning—? T F Walsh. Il Ptr Ink M 10 33-4+ Ja '25

Dealer helps

See Advertising—Dealer helps

Design

See Advertisements—Typography; Advertisements, Pictorial

Durability appeal

Length of service as an illustrative theme E. H Rowe Ptr Ink 125 97-8+ D 13 '23
This is a typical incident— E B Weiss Ptr Ink M 9 29-30 Ag '24

Emotional appeal

Emotional appeal T G Atkinson Ptg Art 45 139-42 Ap '25
Offer of too much service may prove a boomerang J. R. Sprague Ptr Ink 128 110+ Ag 21 '24
Tragedian strides across the advertising stage W L Larned Ptr Ink 133 145-6+ O 15 '25

See also Advertisements—Human interest appeal

Exhibits

See Advertising—Exhibitions

Geographical interest

Capitalizing on the public's globe-trotting aspirations; Arm-chair voyages A L Townsend Ptr Ink 127 180+ Je 26 '24

Gift appeal

Why limit your gift season to Christmas? E B Weiss Ptr Ink M 10 48+ Mr '25

See also Christmas gifts—Advertising

Headlines

Breaking the headline without sacrifice of clarity Ptr Ink 125:33-4+ D 13 '23
Getting ahead with headlines H B Winsor Bankers M 109:593+ O '24
Has your headline a picture in it? W. L Larned Ptr Ink 133 33-4+ O 1 '25
Headlines with a double meaning. W. L Larned Ptr Ink 129 143+ O 2 '24
Making a line of lettering sing. W. L. Larned Ptr Ink 127 33-4 Je 26 '24
Making headlines spectacular by use of the vernacular of the day W L. Larned. Ptr Ink 126:33-4 F 28 '24
One-word headlines that tell a complete story. A L. Townsend. Ptr Ink 130:41-2+ Ja 29 '25
Proverbs and epigrams as headline material. A L. Townsend. Ptr Ink 130 85-6 Mr 19 '25
Putting the selling appeal in the headline J. L. Love. Ptg Art 42 245-51 N '23
Sense and nonsense in headline questions. H K Hollister Ptr Ink 127 129-30+ Je 12 '24
Slices of attention carved with question marks R. Surrey. Ptr Ink M 9 21-3+ O '24
Technique of writing head-lines. H N. Casson Ptg Art 43 327-9 Je '24
There's a picture in every headline. Ptr Ink 131 81-2+ My 7 '25
Throwing 'em a scare in the headline. W. L. Larned. Ptr Ink 130:73-4+ Ja 1 '25
Unique methods of arranging the headline W. L. Larned. Ptr Ink 129 33-4+ O 30 '24
Writing niftics into headlines. A. L. Townsend Ptr Ink 128 64+ Jl 10 '24

Health appeal

Knox advertises medical value of gelatine to both physicians and consumers C. B. Larrabee Ptr Ink 126 61-2+ Mr 13 '24

Historical interest

Getting under the skin of the critical industrial prospect, Tide Water campaign J T. Jones Ptr Ink M 8.90+ Ja '24
Historical campaign that appeals to children as well as grown-ups. H Burwen Ptr Ink 125 150-1 N 15 '23
Local history as a sales builder R F. Salade Ptg Art 44 453-6 Ja '25
Must department store copy always feature bargains? Ptr Ink 132 10+ Jl 2 '25
Pamphlet series linking historical incidents to the product, Hartford steam boiler inspection and insurance company Ptr Ink M 11: 82+ Ag '25
Pittsburgh water heater combines humorous and historical copy R Davis. Ptr Ink 126: 98-100 F 28 '24
Roofing manufacturer goes to history for campaign's theme Ptr Ink 126 33-4 F 14 '24
Walworth uses King John to sell valves to John King W C Mattox. Ptr Ink 132 105-6+ Jl 2 '25
When you need historical data on American cities, S W Straus and co advertising Ptr Ink 133 105-6+ O 1 '25

Human interest appeal

Advertising that gets its readers to talk about it; Simonds saw and steel co M Hastings, jr. Ptr Ink M 9 37+ S '24
Be yourself! C Pelham Ptr Ink 131 25-6+ Ap 9 '25
Heart-appeal copy scores again R Cole. Ptr Ink 132 128-9+ Ag 20 '25
Homely advertising that has built business for Washington Unsmith G H Dacy Il Ptr Ink M 8 120+ F '24
Homely copy that strikes home A. L Townsend Ptr Ink 130 133-4+ F 5 '25
How plant management influences the sales department. G. A Nichols. Ptr Ink M 8.37-8+ Ja '24
How Starrett and other industrial advertisers get effective illustrations Ptr Ink 126 133-4+ Mr 6 '24
Human interest in advertising C M Horton Ptg Art 44.266-8 N '24
Industry begins to tell 'em a story R Cole Ptr Ink M 11 31-2+ O '25
Little pictorial touches which tug at the heart strings T L Larned. Ptr Ink 129: 57-8+ D 18 '24
Making the advertising man see the customer's viewpoint E. St E Lewis Am Ind 25: 44-5 My '25
Slide rule copy vs human interest in direct mail D: H Colcord Il Sales Management 7 1783-4+ N '24
Some possibilities of the child appeal. W. L Larned Ptr Ink 128 69-70+ S 25 '24
When employees double in advertising copy. D Hubbard Ptr Ink 130 81-2+ Mr 26 '25
When to put personality into advertising. Ptr Ink 128 125-6 Ag 21 '24
Why fear the critics? C. W. Garrison. Ptr Ink 130:162+ F 12 '25

Illustrations

See Advertisements, Pictorial

Keying

How export letters are keyed. Ptr Ink 131: 69-70+ Ap 23 '25

ADVERTISEMENTS—*Continued*

Layout

See Advertisements—Typography

Listing of dealers

Listing names of local dealers in newspaper copy Ptr Ink 131.132+ Je 18 '25
Way to list dealers in an advertisement. Ptr Ink 128 84 Jl 24 '24

Local pride appeal

Columbus, Ohio, banks answer Florida's challenge Ptr Ink 132 20 S 3 '25
Getting local flavor in business-paper copy. Ptr Ink 128 105-6 Jl 31 '24
Katy advertises by advertising a community: uses newspaper space to attract freight business. G. A. Nichols. Ptr Ink 125.153-4+ N 15 '23
Praising the fair name of Arkansas increases life insurance business S. W. Ellis. Ptr Ink 126 157-8 F 14 '24
Putting local color in newspaper copy. E B Weiss Ptr Ink M 8:30-1+ Ap '24
Winning the home-town folks. Ptr Ink 130: 10+ Ja 1 '25

Maps

When you use a map in your advertising C B Larrabee maps Ptr Ink M 9 21-3 Ag '24

Measurement

Rhythm of campaign—another yardstick for advertising B Jefferson Ptr Ink 126 3-4+ F 7 '24
What's the energy value of this copy? B Jefferson Ptr Ink 127.61-2+ My 15 '24

See also Advertising—Testing

Negative appeal

Mental hazards that stand in the way of sales C B Larrabee Ptr Ink M 9 17-18+ Jl '24
Negative appeal scores again J. A Murphy Ptr Ink M 10 48+ Je '25
No apologies needed for the negative appeal Ptr Ink 132 53-4+ Jl 2 '25

News interest

Capitalizing news in bank publicity T D MacGregor Burroughs Clearing House 8: 28-9+ Ap '24
Giving industrial campaigns the news reel flavor L Peake Ptr Ink M 10 86+ My '25
How Columbia yarn copy has capitalized on current events J A Lutz Ptr Ink 126 17-18 F 14 '24
No plus ultra of the advertising manager's dream: Kelly-Springfield advertising. Ptr Ink 132 10+ Jl 30 '25
A selling idea for August, 1925 linking up your product with school opening A Lewis Ptr Ink 128 17-19 S 4 '24
When copy comes knocking at the door D Hubbard Ptr Ink 129 87-8 O 30 '24

Novelty appeal

Direct mail "pepper sauce" that whets the reader's appetite Sales Management 7 1399-1400 Ag '24
"New" a most important word in present-day advertising A L Townsend Ptr Ink 126:89-90+ Mr 20 '24
Unusual layout simplifies a complicated advertising story. M. Phillips Ptr Ink 125 33-4+ N 29 '23
Where to find the big constructive sales argument R Cole Ptr Ink 128 137-8+ S 18 '24

See also Advertising novelties

Open letters

Open-letter idea gets a new lease on life J. True Ptr Ink 131:142+ Ap 23 '25

Patriotic appeal

Can advertising banish the spell of the foreign label? Ptr Ink 131 10+ My 28 '25

Price appeal

Retailer spots a weak link in the manufacturer's chain R C Bretz Ptr Ink 131 17-20 Ap 30 '25

Price justification

When resistance to price increase must be overcome B R Brooker. Ptr Ink 127 136+ Ap 10 '24

Price quoting

Prices slightly higher beyond the Rockies. H A. Haring Ptr Ink 132:97-8+ S 10 '25
Shall we advertise the price of the leader only? Ptr Ink 132 133-4 S 10 '25
Should the resale price be advertised? Ptr Ink M 9 78 Jl '24

See also Retail trade—Comparative price policy

Quality appeal

Advertising lifts a plebeian product to the blue blood class, chili con carne R. McDaniel. Sales Management 9.287-8 S 5 '25
Advertising saves a market undermined by seconds Ptr Ink 131 167-8 Ap 16 '25
How 1,800 dealers were taken off a stagnant list. A. L. Townsend Ptr Ink 129 160+ O 9 '24
New England housewives give hearing to Grandma's molasses. H: Burwen. Ptr Ink 126 181-2 Ja 10 '24
Retailer refuses to match wits with customers. Ptr Ink 126 158+ Ja 24 '24
Shall we sell the product, or its environments? Derry-made mattresses H: Burwen. Ptr Ink 125 17-19 D 6 '23
Tapping new sales reservoirs by trading-up W B Edwards Ptr Ink M 8:22-4 My '24
When the product's prestige gives the prospect a price scare B A. Grimes. Ptr Ink 127 186+ Je 26 '24

Repetition

Giving an old campaign new life. Ptr Ink M 8 88+ My '24
Ways to bring back high spots in the campaign for an encore W. L. Larned Ptr Ink 127 53-4+ Ap 10 '24
Why Woodbury uses the same appeal after 15 years G Kinney. Ptr Ink 129 117-18 O 16 '24

Sense appeal

Do you appeal to the sense that sells? H. Blauvelt Ptr Ink M 10 128+ Je '25

Signatures

Announcing a new product to an industrial market Ptr Ink 131 19-20 Ap 16 '25
President's signature beneath advertising copy. Ptr Ink 130 101-2 F 12 '25

Size

Size and position of advertisements. H N. Casson Ptg Art 45 27-8 Mr '25

See also Advertisements, Small space

Teaser copy

Making the prospect guess; Buick motor company advertising. C. M. Harrison. Ptr Ink 128 33-4+ Ag 7 '24
Oh Henry! plan for opening up a new territory J Glossinger Sales Management 8:42+ Ja 10 '25
Some new ideas in teaser campaigns. A. L. Townsend Ptr Ink 132:109-10+ Ag 20 '25

Testimonials

Belt preservative makes profitable use of a silo idea C G Norton Ptr Ink 131:133-4+ My 28 '25
Bureau of standards as a source of copy and sales ideas J True. Ptr Ink M 8 46+ Ja '24
Choice of the cull in letters from users. A. L Townsend Ptr Ink 128.77-8+ S 11 '24
Copy hints from the day's mail. A. T. Moore. Ptr Ink 132:17-20 Jl 23 '25
Government tests and purchases; how advertisers may properly refer to the army, navy or Bureau of standards Brick & Clay Rec 66:580-1 Ap 14 '25

ADVERTISEMENTS—Testimonials—*Continued*
How De Laval sold milkers to doubting Thomases C. G. Muller. Ptr Ink 131:17-19 Je 4 '25
How Edgeworth copy is kept perennially young. J. True. Ptr Ink M 7.54+ D '23
How Elgin watch discovered copy experts among users. De F. Hulburd. Ptr Ink 131: 73-4+ Ap 9 '25
How testimonials can be made to order; the New Castle leather company's business-paper advertising. Ptr Ink 126:64+ Ja 24 '24
How to get worth-while testimonials for your business. W. Brindley. Ptr Ink 125:25-7 N 22 '23
Industrial advertising that features the testimonial by indirection A L. Townsend. Ptr Ink 126·125-6+ F 21 '24
Letting the old-timers freshen the copy well; how the Wooster brush company used trade papers to conduct a veteran users' contest. D Gridley. Ptr Ink 132 57-8 S 17 '25
Making the testimonial booklet. D. Gridley. Ptr Ink M 9.23-6 D '24
New outfits for shabby testimonial ideas. Ptr Ink 130.65 Mr 12 '25
Powerful way of using testimonials W L Larned Ptr Ink 128·67-8 Ag 21 '24
"Selected at random." A Bradbury Ptr Ink 133·65-6 O 15 '25
Simplicity in testimonial copy. Ptr Ink 128 114 Ag 28 '24
Triumph of the testimonial in advertising. W. L. Larned. il Ptr Ink M 10 22-3+ Je '25
What are your legal rights to testimonials? E I. Devlin, jr. Ptr Ink M 10:64+ Ap '25
Will Rogers gives testimonial copy a new twist. Ptr Ink 130:33-4 F 12 '25

Testing

See Advertisements—Measurement; Advertising—Testing

Thrift appeal

How paint industry chose "save-the-surface" as its slogan. F. J Ross Ptr Ink 126:100+ F 14 '24
Is thrift a weak appeal in selling a bank's savings department? D Hubbard Ptr Ink 129.33-4+ O 2 '24
When Brisbane wrote advertising copy. Ptr Ink 133 25-6+ O 1 '25

Typography and layout

Achieving high standards in typography A. J Fehrenbach. Ptr Ink M 9 34-5 O '24
Applying laws of art criticism to Buick advertising R: Surrey. Ptr Ink 126:101-2+ Mr 13 '24
Building newspaper advertisements that are distinctive D. Gridley. il Ptr Ink M 9 38-40+ N '24
Columns that strengthen the sales message of the advertisement. R. Cole. Ptr Ink M 9·29-31+ D '24
Dipping the text in a solution of picture W L. Larned. Ptr Ink 128·64+ Jl 31 '24
Ford and Douglas drop homely layouts. W L. Larned Ptr Ink 125·57-8+ D 13 '23
How environment affects typography. R G Gardner. Inland Ptr 73·221-2 My '24
Layouts that break advertising tradition W. L. Larned. Ptr Ink M 9·35-6+ D '24
Luring tired eyes at Christmas. E T. Needham. Bankers M 109:1099-1100 D '24
Make it look interesting. E. C. Riedel. il Ptd Salesmanship 45.343-8 Je '25
Making single-column copy stand out in newspaper space. W. L. Larned. Ptr Ink 132:95-6 Jl 9 '25
Making the anti-black rule help the newspaper advertiser. G: H. Wicker. Ptr Ink M 11:59-60 Jl '25
Making the newspaper advertisement stand out on the page. G. P. Haynes. Ptr Ink M 10·38+ Mr '25
Making two facing pages a single unit. Ptr Ink 129:77-8+ N 20 '24
Making typography express its purpose. R. F. Salade. Ptg Art 45:33-41 Mr '25
Making use of aristocracy in the layout. W. L. Larned. Ptr Ink 125:69-70+ N 8 '23
Need of reform; block letter type in advertisements. J. L. Frazier. Inland Ptr 74:721-2 F '25
New York Times advertising contest. A. J. Fehrenbach. Inland Ptr 75:568-70 Jl '25
Pittsford's manual for advertisers. 212p Ben C. Pittsford co., Chicago '24
Quality can be improved without increasing cost. J L Frazier. Inland Ptr 76:241-2 N '25
Reproduction of advertisements selected from a series Inland Ptr 73:72a-h Ap '24
Review of newspapers and advertisements. J. L. Frazier. Published in monthly numbers of Inland printer
Revolutionists in page composition. Ptr Ink 132.61-2+ Ag 27 '25
Setting type in mortises R. F. Salade Inland Ptr 75.928-30 S '25
Spacing of advertisements. F: N. Phillips. Ptg Art 42·548-55 F '24
Superimposed text can be entirely legible. il Ptr Ink 130:133-4+ Mr 12 '25; Same cond. Inland Ptr 75 613-14 Jl '25
Ten ways to sustain interest in single-column space. W. L. Larned. il Ptr Ink M 10: 41-2+ Ja '25
Tests to determine the best type for your advertisements. R. B. Franken. Ptr Ink M 9.31-3+ Jl '24
Tricks of typography that give novelty to the layout W. R Heath. Ptr Ink M 8:37-8 Ap '24
Type and the layout H. N. Casson. Ptg Art 44 343-4 D '24
Typographic panels that express individuality. A J. Fehrenbach Ptr Ink M 9·40-1 D '24
Typographical artistry in industrial advertising A. L. Townsend. Ptr Ink 130:41-2+ F 19 '25
Typography of advertising. C W. Lechleidner. Inland Ptr 73·76 Ap '24
Unusual layout simplifies a complicated advertising story. M. Phillips Ptr Ink 125· 33-4+ N 29 '23
Value of practical layouts E· C Sterry. Inland Ptr 74:246-8 N '24
Way to list dealers in an advertisement. Ptr Ink 128 84 Jl 24 '24
What should art and typography cost? W L Larned. Ptr Ink 127.61-2+ Je 19 '24
When lettering goes to the costumers. W. L Larned Ptr Ink 126·41-2 Ja 31 '24
Why quotes? E. M Belmont. Ptr Ink 128 95-6 Jl 3 '24

See also Advertisements—Borders; Advertisements—Headlines; Advertisements, Small space

Use appeal

Use of the product as an industrial theme. W. T. Dorr. Ptr Ink 130 81-2+ Mr 12 '25
When sales seem to have stopped on dead center, sales of Lepage's glue. H. Ashbrook. Sales Management 7 1744+ N '24
When yesterday's advertising blocks today's sales Ptr Ink 130:36 Ja 22 '25
Why stick to one use? Climalene company advertising E: T Caswall. Ptr Ink 132:73-4+ Ag 20 '25

See also Instruction in use of product

Week-end appeal

Advertisers see sales stimulus in week-end appeal. B. A Grimes. Ptr Ink M 11:43-4+ O '25

ADVERTISEMENTS, Classified
Smalls in the London dailies. R. Barton. Ptr Ink M 10·108+ Ja '25

Want ads

Stamp collector combs the country with advertising. Ptr Ink 126:20 Mr 20 '24

See also Employment systems—Advertising

ADVERTISEMENTS, Humorous
Change of pace in copy; how Truly Warner made an overnight shift. R. Crothers. Ptr Ink 129·89-90+ O 9 '24
Flock of popular writers take to advertising copy; a humorous testimonial idea attracts attention to Muriel cigars. A. Bradbury. il Ptr Ink 131·61-2 Ap 2 '25
Good-humoring prospects into inquirers, how Bill Brown gets inquiries for advertising booklet. Ptr Ink 131 60+ Ap 23 '25
Thing called humor il Ptg Art 44.391-2 D '24
When humor in advertising pays. R Dickinson. il Ptr Ink M 9:31-2+ N '24
When the cartoonist is valuable as illustrator of the campaign. W. L. Larned. Ptr Ink 125: 41-2+ D 27 '23

ADVERTISEMENTS, Pictorial
Advertising line F Weitenkampf Ptd Salesmanship 45 235-7 My '25
Advertising X-rays sell hidden features of a product. W L Larned. Ptr Ink 128 93-4+ Jl 17 '24
Applying laws of art criticism to Buick advertising. R: Surrey. Ptr Ink 126:101-2+ Mr 13 '24
Applying the theory of relativity to advertising R W Sexton Ptr Ink M 11 36+ Jl '25
Art director's sphere of influence in an advertising agency. Ptr Ink 126:106-8+ F 7 '24
Art in financial advertising G. P. Knapp Bankers M 108 229+ F '24
Background as a part of the advertisement's appeal. E H. Rowe. Ptr Ink 126 97-8+ Ja 17 '24
Backgrounds that accentuate a product's special features il Ptr Ink 129 33-4+ O 23 '24
Bring those farm illustrations down to earth R Yarnell Ptr Ink 130.137-8+ Ja 22 '25
Building the double-spread to jump intervening gutter space Ptr Ink 125·41-2+ D 20 '23
Cloaking the story in new pictorial clothes W L Larned Ptr Ink 129 33-4+ N 13 '24
Cutting the cut and dried from farm copy W L Larned Ptr Ink 133 81-2+ O 29 '25
Do women respond to "pretty girl" pictures? R Leigh Ptr Ink 129·25-6+ N 6 '24
Does advertising art advance? C B. Larrabee il Ptr Ink M 8 27-30+ My '24
Europe advertises itself on American luggage by the hotel sticker W L Larned il Ptr Ink M 11 30-1+ N '25
Extraordinary pictures for ordinary industrial themes Ptr Ink 131 101-2 My 21 '25
Fine art of introducing the trade-mark modestly Ptr Ink 127 115-18 My 22 '24
Frame for the picture Ptr Ink 131 57-8+ Je 18 '25
Getting the guarantee across pictorially. W L Larned. Ptr Ink M 11:72+ S '25
Give every copy thought a picture of its own W L Larned Ptr Ink 129 128+ N 6 '24
The guffaw in art, misplaced mirth in advertising illustrations C Schaffner. il Ptr Ink 127 97-8+ Je 12 '24
Hands and feet tell a complete pictorial story Ptr Ink 132 113-15 Jl 2 '25
How English advertisers use poster techniques in booklets and folders W: A. Kittredge Ptr Ink M 11·25-6+ Ag '25
How pictures of installations help dealers in small towns. G H. Wicker. il Ptr Ink M 10 47-8 Ja '25
How Starrett and other industrial advertisers get effective illustrations. Ptr Ink 126:133-4+ Mr 6 '24
How to get action into the close-up illustration. Ptr Ink 128 41-2+ S 11 '24
How will you get real illustrations for that next campaign? Ptr Ink 129 81-2+ O 16 '24
Illustration in advertising. H B Moore bibliog il Missouri U Bul v 25, no 27.1-35 '24
Is modern advertising art modern enough? D Gridley. Ptr Ink 131 81-2 Ap 2 '25
It isn't necessary to picture the entire product W L Larned Ptr Ink 132:57-8+ Jl 16 '25
Just what makes a picture sell? Ptr Ink 133:65-6 O 29 '25
Keeping up with the Joneses in illustrative backgrounds. W. L Larned. Ptr Ink 127:73-4+ My 1 '24
Landscape-gardening the illustration. W. L. Larned. Ptr Ink 126:108+ Mr 20 '24
Length of service as an illustrative theme. E. H. Rowe. Ptr Ink 125:97-8+ D 13 '23
Little pictorial touches which tug at the heart strings W. L. Larned. Ptr Ink 129:57-8+ D 18 '24
Look-down vista shows your product in a new light. W. L. Larned. Ptr Ink 130.25-6+ F 26 '25
Making novel perspective the pictorial keynote of the campaign. W. L. Larned. Ptr Ink 126·33-4+ Ja 10 '24
Making time an instantaneous factor in advertising. R: Surrey. Ptr Ink 126:81-2+ Ja 10 '24
Making two facing pages a single unit Ptr Ink 129:77-8+ N 20 '24
Must the product appear in the illustration. T: F. Walsh. Ptr Ink M 10·34-5+ F '25
Niches into which the plant picture fits. Ptr Ink 129·111-12 D 25 '24
No need for stiffness when a line is pictured W L Larned Ptr Ink 131 53-4+ Ap 30 '25
Novelty layouts with serious purposes W. L. Larned. Ptr Ink 130:117-18+ F 19 '25
"Off at the pistol-shot," pictorially. W. L Larned Ptr Ink 125 77-8+ N 29 '23
Perhaps that background mars the picture W L Larned Ptr Ink 131 93-4+ Ap 9 '25
Pictorial exclamation mark. W. L. Larned Ptr Ink 132·81-2+ Jl 30 '25
Pictorial magnets which draw the eye to the product Ptr Ink 131·116+ Je 4 '25
Pictorial rules that are made to be broken Ptr Ink 130·33-4+ Ja 1 '25
Pictorial tour of a product's hidden features W L Larned Ptr Ink 133 141-2+ O 22 '25
Pictures—a commercial necessity. R. Highet il Ptd Salesmanship 45 543-8, 46 31-6, 147-51, 253-9 Ag-N '25
Pictures that sell the product Ptr Ink 129: 144+ N 27 '24
Pictures that turn readers into advertising artists Ptr Ink 129·81-2+ D 11 '24
Purpose of art work in advertising. H N Casson Ptg Art 43 27-9 Mr '24
Put those statistics into pictures. W. L Larned Ptr Ink 129·79-80+ D 25 '24
Putting more appeal in the advertising illustration A A Archbold il Ptr Ink M 11:23+ Ag '25
Radio craze as advertising atmosphere W L Larned Ptr Ink 129 77-8 O 9 '24
Realism in advertising character studies W L Larned il Ptr Ink M 8·26-7+ Je '24
Really now, is copy read? R Bartholomew il Ptd Salesmanship 46 243-6; Reply C A Bates 247-50 N '25
Revolutionists in page composition Ptr Ink 132 61-2+ Ag 27 '25
Romance of design and ornament as applied to advertising R Highet. il Ptg Art 39 501-7 40 25-33, 139-46, 235-41, 353-9, 457-63, 558-65, 41 49-55, 145-51, 242-50, 361-8, 463-8, 573-8; 42 51-7, 137-43, 233-8 Ag '22-N '23
Serial-story style of illustration Ptr Ink 131:33-4+ My 28 '25
Size as a pictorial argument W L Larned Ptr Ink 131 53-4+ Je 11 '25
Some comments on Pollyanna advertising illustrations Sales Management 6·817 Ap '24
Some possibilities of the child appeal W L Larned Ptr Ink 128 69-70+ S 25 '24
Symbol that does more than identify the product Ptr Ink 128·125-6 Jl 10 '24
There's a picture in every headline Ptr Ink 131 81-2+ My 7 '25
Try a natural setting for that picture il Ptr Ink 132·49-50+ Jl 23 '25
Unfinished illustrations—a way to capitalize on reader imagination Ptr Ink 128 33-4+ S 4 '24
Unseen presence in still-life studies Ptr Ink 130.54+ Ja 15 '25

ADVERTISEMENTS, Pictorial—*Continued*
Vest-pocket demonstrations in advertising do big work in little space W. L. Larned. Ptr Ink 126 18-20 Ja 17 '24
What must the advertiser know about advertising art? B F Berfield. Ptr Ink 130.77-8+ Mr 19 '25
When Billy Sunday's didoes invade so many advertising pages E Whitmore il Sales Management 9 583-4 O 31 '25
When ghosts play a part in the advertising illustration. W. L. Larned Ptr Ink 128 168+ Jl 24 '24
When illustrations perform headline duty; illustrations help to sell Yale locks, Armco ingot iron and Veedol Ptr Ink 126 73-4+ F 7 '24
When the "light touch" pays in real estate advertising H Sibley Ptr Ink 126·137-8 F 14 '24
When the modernist invades advertising. H Blauvelt il Ptr Ink M 10 65-6 My '25
When words begin to pile up A. L. Townsend Ptr Ink 130 113+ F 26 '25
Who said the picture must tie up with the text? Ptr Ink 133 145-6+ N 5 '25
You are moulding manners and morals. L Mackall Ptr Ink M 9 34-5+ Jl '24

See also Advertising characters, Advertising departments—Art directors, Art, Commercial, Broadsides (advertisements), Color in advertising, Photography, Commercial, Posters, Trade marks

Borders

See Advertisements—Borders

Cartoons

Animated cartoon does an advertising turn. Ptr Ink 132·57-8+ Ag 13 '25
Even industrial buyers respond to cartoons Ptr Ink 130.28 Ja 8 '25
Sell it with cartoons L Mackall il Ptr Ink M 10·39-40+ F '25
When the cartoonist is valuable as illustrator of the campaign. W. L Larned. Ptr Ink 125: 41-2+ D 27 '23

Exhibitions

Annual Art directors club exhibition. C. B. Larrabee. il Ptr Ink M 10:28-30+ Je '25
Awards at Art directors' club exhibition Ptr Ink 131 61-2 Ap 30 '25

Photographs

Art of giving photographs qualities of the original canvas W L Larned il Ptr Ink 126 74+ F 14 '24
Color photograph comes into its own Ptr Ink 132 33-4 S 3 '25
Keeping the photographic illustration unaffected. W L Larned Ptr Ink M 9 70+ O '24
When to put personality into advertising Ptr Ink 128·125-6 Ag 21 '24

Portraits

Swan song of the rubber-stamp model W L Larned il Ptr Ink 133 33-4+ O 8 '25

Technique

Bobbed era in retouching Ptr Ink 132 73-4 + S 24 '25
Foreign technique finding its way into American illustrations W. L. Larned Ptr Ink 125 41-2+ N 15 '23
How the anti-black rule militates against the advertiser G P Haynes Ptr Ink M 10: 35+ Ap '25
How to get full value out of line and halftone il Ptr Ink 127 97-8+ My 15 '24
Interesting study of newspaper art technique; straw-hat advertising. A. R King. il Ptr Ink 132:98-9 Ag 13 '25
Is there a special practice in the preparation of rotogravure art? Ptr Ink 127:97-8+ Ap 24 '24
Little light on dark pictorial subjects W. L. Larned Ptr Ink 131.77-8+ Ap 16 '25
Magical effects with pen and ink W. L Larned Ptr Ink 130.33-4+ Mr 26 '25
Making pictures play second fiddle to copy. W L Larned Ptr Ink 131 120+ Ap 23 '25
Motion picture stunts are borrowed by advertisers. Ptr Ink 131·105-6+ My 14 '25
Paring the list of "don'ts" for newspaper illustrations. Ptr Ink 129 61-2+ O 30 '24
Pools of white in which to float important pictorial features W. L. Larned. Ptr Ink 132·57-8+ Ag 6 '25
Safeguarding illustrations from recent rules against heavy blacks Ptr Ink 127 61-2+ Je 5 '24
Superimposed text can be entirely legible. Ptr Ink 130 133-4+ Mr 12 '25; Same cond. Inland Ptr 75.613-14 Jl '25
These pictures place the reader in a front-row seat. W. L. Larned. Ptr Ink 130:41-2+ F 5 '25
Tricky effects obtained with solid black and white W. L. Larned Ptr Ink 130.114+ Ja 8 '25
Trying out experiments in newspaper reproduction W L Larned Ptr Ink 131 17-20 Je 25 '25
Wedding pen-and-ink technique to other mediums Ptr Ink 128 80+ Jl 10 '24
When artist and photographer collaborate W. L Larned Ptr Ink 132 152+ S 10 '25
When the engraver's tooled-out whites help to make an illustration attractive Ptr Ink 127 61-2+ Ap 3 '24

Telephone transmission

Story behind the first telephotographed advertisement Ptr Ink 131 41-2+ Ap 16 '25

ADVERTISEMENTS, Small space

Advertising the product that can't be advertised, continuous use of small space in business papers for Fitzsimons steel shafting R W Johnson Sales Management 7: 1764+ N '24
Case where quality newspaper advertising might be applied, considerations regarding large and small space. Ptr Ink 128 19-20 Jl 31 '24
Making the little advertisement attract attention R Crothers il Ptr Ink M 9 21 S '24
Small advertisements as business getters G Wissman Bldg Age 46 82+ O '24
Small space vs large space Ptr Ink 130 52 Ja 1 '25
Squeezing institutional copy into small space Ptr Ink 133 93-4 O 1 '25
Ten ways to sustain interest in single-column space W L Larned il Ptr Ink M 10 41-2+ Ja '25
Tricks in trapping the eye A A Shields Pet Age 15 30+ My 1 '25
Twelve ways of making small newspaper space seem larger W L Larned Ptr Ink 130 136-8 Ja 29 '25
When the gas company puts life into small space W Piper Gas Age 55 749-50 My 23 '25

See also Advertisements—Size

ADVERTISERS

Directories

Directory of newspaper advertisers and general advertising agents east of Buffalo and Pittsburgh, inclusive 11th ed., rev The Six-Point league, Newspaper advertising representatives, 19 West 44th st., New York

ADVERTISING

Advertise before you see the whites of their eyes H R Wellman Ptr Ink 129·112+ N 27 '24
Advertising—a creature of progress J Green. Sanitary & Heat Eng 100 356-7 N 30 '23
Advertising and salesmanship. J. L. Mahin 302p Doubleday '25
Advertising and selling N. T Praigg, ed 483p Doubleday '23
Advertising campaigns. H. Tipper and G. French 423p Van Nostrand '23
Advertising convention is asked to define advertising Ptr Ink 127 121-2+ My 22 '24
Advertising elements and principles G H. Sheldon 443p Harcourt '25

ADVERTISING—*Continued*

Advertising is a means of communication; abstract C W Mears Ptg Art 45.172-4 Ap '25

Advertising, its use and abuse C F Higham. 256p Holt '25

Advertising man of 1931 H Eckhardt Ptr Ink 128 77-8+ S 19 '24

Advertising procedure O Kleppner. 539p Prentice-Hall '25

Advertising response, a research into influences that increase sales H M Donovan 195p Lippincott '24

Advertising that does the work of junior salesmen N Lewis Sales Management 6 865-6 Ap '21

Advertising—the creative power of business success Manuf Rec 87 105-8 My 7 '25

Advertising to turn back the clock. H A. Beers Ptr Ink M 8 31+ Ja '24

Advertising works—but not magic R S Durstine il Nation's Business 13 18-19 Je '25

Advertising year book for 1924 J C Oswald, ed 489p Doubleday '25

America's alarm clock of ambition C F Browning Ptr Ink 127 101+ Je 5 '24

Are advertising stunts as good as they look" C Bold Sales Management 6 1071-2 Je '24

Are you overlooking showmanship in your selling? lessons from the theatrical manager's problems L Mackall Ptr Ink M 11. 41-2+ Jl '25

Are your returns from advertising what they should be? E L Shinn Automotive Ind 51 976-8 D 4 '24

Aspects and advantages of advertising C T. Hubbard Inland Ptr 72 926-7 Mr '24

British invasion of American advertising columns Sales Management 7 1558-9 S '24

Business first principles A F Shepherd 48p Business builders ltd , London '23

Captain of industry on advertising, John D Ryan's changed attitude toward the advertising of copper Ptr Ink 131 57-8 Ap 9 '25

Democracy of advertising, M I Elliot, of Suffolk, Va , protest against Standard oil filling stations R Crothers Ptr Ink 127 116+ Je 12 '24

Dick, the salesman, teaches me three things A Osborn Ptr Ink 133 10+ N 5 '25

Dover powders of advertising J A Wood. Ptr Ink 129 111+ O 16 '24

Early advertising conditions as reflected in Artemas Ward's writings. R Cole. Ptr Ink 130 61-2+ Mr 26 '25

Export market as a source of advertising ideas; around the world with Texaco il Ptr Ink M 11 72+ Jl '25

Getting the attention of the public F W Parsons Gas Age 53 229-30+ F 23 '24

Here's a definition of advertising Ptr Ink 128 113-11 Jl 3 '24

How Clymer switched its distributing and advertising plans Ptr Ink 126 89 90+ F 28 '24

How Ford's $7,000,000 advertising campaign is working out Ptr Ink 127 25-6 My 22 '24

How Gordon-Van Tine determines what advertising will do G A Nichols Ptr Ink 132 3-4+ Ag 6 '25

How we know our advertising pays System 45.176-9 + F '24

How we tie up our advertising with the rest of the business System 45 320-3 + Mr '24

Inside story of Shipping board advertising Ptr Ink 129 137-40+ D 18 '24

Introduction to advertising A J Brewster and H H Palmer. 373p Shaw '24

Is advertising a contingent asset? F G Hubbard Nation's Business 12 17 Ag '24

Is advertising an art? R Surrey Ptg Art 42 343-7 D '23

Isn't it time for advertising to drop its hokus pokus? M Martin Ptr Ink 130 3-4+ Mr 26 '25

Laymen comment on advertising as they remember it J W O'Meara Sales Management 9 414+ O 3 '25

Mail-order hooks in general advertising. L. R Alwood Ptr Ink 129 57-8+ D 4 '24

Million for advertising B Barton Ptr Ink 130.153-4+ Ja 29 '25

More consumer pull and less selling push; advertising and the cost of distribution. J: Benson. Comm & Fin 14.991-2 My 20 '25

Mortality among magazine advertisers. 27p New York univ bookstore, New York '23

My idea of advertising's greatest achievement. C D Karr Ptr Ink 131.113-14+ My 7 '25

New advertising, a vision of what it must do. A Stote Ptr Ink 133 166+ O 8 '25

New information S Resor. Ptr Ink 127 109-12 My 22 '24

New York university investigates failures among advertisers Sales Management 6 471 Ja '24

Newcomer's chance in a crowded field. R. Dickinson Ptr Ink 131 93-4+ Ap 2 '25

1925 advertising dollar will need sharp ears. C T Hubbard Ptg Art 44 451-2 Ja '25

Now I believe in advertising H A. Haring. Ptr Ink M 10 61-2+ Ap '25

Organizing a business to give advertising a chance D M Hubbard Ptr Ink 132 3-4+ S 24 '25

Past advertising helps determine sale price of good-will and trade-marks, Pioneer suspender company will extend outlets of sale of Kazoo waists Ptr Ink 126 10+ Ja 31 '24

Pertinent advertising ideas Sanitary & Heat Eng 102 340-1, 408 N 14, D 12 '24

Place of advertising in business H B Kirtland Ptd Salesmanship 46 260-2 N '25

Plumber Sullivan attends an advertising convention C W Hoyt Ptr Ink 130 117-18+ Ja 15 '25

Popular sales fallacies Sales Management 6 574+ F '24

Prime investment—advertising H B Matthews I B A of A 14 47-8 O 31 '25

Principles of advertising H Tipper and others 2d ed , rev and enl 473p Ronald press '25

Publicity, advertising, news and propaganda—what are they? M S Sherman Aera 13: 1875-8 Je '25

Relation of advertising to capital turnover. J. K Mason Ptr Ink M 8 69+ Ap '24

Salesmanship and advertising in developing present and new markets C K Woodbridge Am Gas Assn Commercial sec v 6. 583-91 '24

Satire on advertising and an answer thereto, Winifred Kirkland and Earnest Elmo Calkins consider a world without advertising R. Crothers Ptr Ink 126 93-4+ F 21 '24

Scientist looks at advertising F. C. Brown. il Nation's Business 13.32-4 Mr '25

Selling by the printed word R Ruxton Published in monthly numbers of Printed salesmanship

Sermons on advertising S Eaton Ptg Art 42 431-6, 557-60, 43 12-4, 149-51, 250-3 Ja-My '24

Seven thoughts smouldering in the minds of seven American business men. Ptg Art 45: 43-4 Mr '25

Small advertiser relates his first year's experiences C. C Chase Ptr Ink 131 3-4+ Ap 2 '25

Three-legged stool of selling C. A Bates. Ptd Salesmanship 45 349-52 Je '25

Trade swing to county seats makes advertising possible, Harris-Polk hat company. J W Harris Sales Management 6 661-2 Mr '24

We started advertising too soon and spent six years' profits. T E Lyons. Sales Management 9 89-90 Jl 25 '25

What advertising needs most, appreciation of its function B Soby. Ptd Salesmanship 45: 353-6 Je '25

What price advertising glory? J R. Sprague. Ptr Ink M 10:32-4+ Mr '25

What the American association of advertising agencies does to make advertising scientifically more effective S Resor Ann Am Acad 115.124-9 S '24

What the "Father of trusts" thinks of advertising M Martin Ptr Ink 128.131-2 Jl 10 '24

What's the underlying factor in advertising success" understanding of human nature. Ptr Ink 127.81-2+ My 15 '24

ADVERTISING—*Continued*

When a competitor too closely copies your sales and advertising methods. C. B. Larrabee. Ptr Ink 125.110+ N 22 '23

When borrowed trouble stands in the way of advertising; not difficult to keep undesirable retailers from ordering. Ptr Ink 127. 89-90 My 29 '24

When old-timers need some advertising education C L Funnell Ptr Ink M 11:101+ O '25

Where are new advertisers coming from? J H Collins. Ptr Ink 128 10+ Jl 24 '24

Where do we go from here? E E Calkins. Ptr Ink 129 17-20 N 20 '24; Same. Automotive Ind 51 1097-8 D 25 '24

Where is your strongest competition? F. J. Rose Ptr Ink 128:10+ Jl 10 '24

Who are the friends of the people? B. Barton Am Pet Inst Bul 5:9-11 D 10 '24

Why advertise and how. T. R. Hay. Ptg Art 46 149-52 Ap '25

Why advertising embraces activities of business. Ptr Ink 125 110 D 27 '23

Why stop advertising? A. M. Sherrill. Ptr Ink 132.33-4+ Jl 9 '25

Why we started to advertise after 113 years R C. Black. il System 45.642-4+ My '24

Wrigley's advertising cuts damages in Doublemint gum suit Ptr Ink 129:41-2+ D 18 '24

Yes, advertising has its soothsayers and medicine men. C. Bold Sales Management 8: 233-4 F 7 '25

See also Advertisements; Bank advertising, Billboards, Business, Catalogs, Church advertising, Community advertising; Containers, Electric signs, Exhibits; Good will (in business), Government advertising, Guaranty of goods, Harvard advertising awards, House organs, Library advertising, Mail order business, Merchandizing, Money raising campaigns; Moving pictures in advertising, Municipal advertising, Posters, Press agents, Printing trade—Advertising service; Professional advertising, Propaganda, Radio advertising, Sales letters; Show cards; Show windows, Skywriting, Slogans, *also* subdivision Advertising under various subjects, e g Anniversaries, Automobile accessories industry, Automobile industry and trade, Bonds, Brick industry and trade, Brooms, Building trades; Candy trade, Chain stores, Chemical industries; Christmas gifts; Cigars, Clothing trade; Collars, Copper industry and trade, Electric industries, Electric railroads, Electric utilities, Employment systems, Farm produce; Farmers, Flour trade, Food industry and trade, Fruit trade, Fur trade; Garden ornaments and furniture, Gas industry; Grocery trade, Hardware; Hosiery trade; Hotels; Ice cream, Ice industry, Insurance, Fire; Insurance, Life; Insurance companies; Investments, Jewelry trade; Laundries; Linoleum, Lubricating oil industry; Lumber trade, Machine tool industry, Machinery industry, Mattresses; Milk, Condensed; Milk trade; Moving picture industry; Newspapers, Package goods, Petroleum industry and trade, Plumbing fixtures, Plumbing trade, Printing trade, Products, Improved; Products, New, Public utilities, Railroads, Raisins, Real estate business, Retail trade; Roller bearings; Roofing, Salt; Samples, Saws; Seasonal industries; Shoe industry and trade, Steamboat lines, Street railroads, Sugar industry and trade; Technical products, Telephone companies; Textile industry, Tobacco industry and trade; Trade marks; Travel; Trust companies; Underwear, Wagons, Washing machines, Electric, Watches, Water companies, *also* American newspaper publishers association—Bureau of advertising; Associated advertising clubs of the world; Association of national advertisers

Accounting

Cutting cost of advertising accessories increases opportunity of advertising. B: Jefferson. Ptr Ink 125.17-20 N 29 '23

Do these charges belong in the advertising account? Ptr Ink 126:41-2 Mr 27 '24

Don't make a beast of burden of the advertising appropriation. A. H. Deute. Ptr Ink 130:17-20 F 19 '25

Architects, Appeal to

How U S. gypsum reaches for the architect's approval. H A. Simons Ptr Ink M 10:60+ My '25

Indirect advertising brings direct returns; how granite quarries won attention of architects. il Ptr Ink 127:117-18 Ap 17 '24

Pittsburgh water heater combines humorous and historical copy. R. Davis Ptr Ink 126: 98-100 F 28 '24

What does the prospect want—information or argument? R. Dickinson. Ptr Ink M 7:29-30+ D '23

Bibliography

Advertising. J R. Whitaker. Ann Am Acad 115:250-1 S '24

Outfitting the direct advertising department from the data standpoint. R. E. Ramsay. Inland Ptr 72 939-42 Mr '24

Publicity methods reading list. E G Routzahn and M. S Routzahn. 48p Russell Sage foundation, New York '24

Sales executives' list of references. F. M. Cowan. 108p Dartnell corp., Chicago '25

Some new books on advertising and selling. H Elias Special Lib 15.82-5 Ap '24

Children, Appeal to

Intriguing the interest of the kiddies. U V. Wilcox. Ptg Art 42 437-43 Ja '24

Reaching the family market, Thurman and Boone company's baby club. E. A Thurman System 46:577+ N '24

Talking to the younger generation in its own language il Ptg Art 43 529-37 Ag '24

Continuity

Can a manufacturer ever afford to stop advertising? Ptr Ink 130·3-4+ Ja 15 '25, Same. Brick & Clay Rec 66·360+ Mr 3 '25

Capitalizing a fifty-year-old advertising policy; Rogers Peet company. C G Muller Ptr Ink M 9:136+ N '24

Pabst Dark wants to put on gloves for four rounds with Mr Bold P Dark. Sales Management 7.1339+ Ag '24

Persistency in advertising. J L Love. Ptg Art 44 457-60 Ja '25

Rhythm of campaign—another yardstick for advertising B Jefferson Ptr Ink 126 3-4+ F 7 '24

Should advertising play tag with business conditions? P S Salisbury Sales Management 8:861-2+ Je 13 '25

When the treasurer swings his axe on the advertising appropriation. C Bold. Sales Management 7.1219-20 Jl '24

Why Multibestos advertises throughout the year Ptr Ink 126:88 Ja 10 '24

See also Advertising appropriations; Seasonal industries—Advertising

Costs

Value of inquiries, not volume, true index of industrial sales costs. Ptr Ink 126:33-4+ Mr 27 '24

What should art and typography cost? W L. Larned. Ptr Ink 127:61-2+ Je 19 '24

See also Advertising—Economic aspects

Dealer cooperation

Adler salesmen help teach dealers the fundamentals of advertising. E. Wolff. Ptr Ink 126 17-19 Mr 27 '24

Bassick advertises advertising to all distributors R McDaniel. Ptr Ink 130:33-4+ Ja 8 '25

Business-paper advertisers who go to dealers for ideas. W. L. Larned. Ptr Ink M 8:21-2+ Ja '24

Company that makes its dealers want to advertise D. B. Skinner. Ptr Ink M 8:60+ Mr '24

ADVERTISING—Dealer cooperation—*Continued*
Co-operative working plan for dealer, jobber, producer. G. A. Nichols. Ptr Ink 131:125-8 My 14 '25
Dealer co-operation from the dealer's side of the fence; twenty-five Corona dealers form association W. B. Edwards. Ptr Ink 125 121-2+ D 6 '23
Dealer sag; Westinghouse acts to forestall the inevitable post-campaign slump. Ptr Ink 132:65-6+ Jl 9 '25
Following through in advertising M. Harlan. Ptr Ink M 8·43-4+ My '24
Getting all distributors to concentrate in an advertising drive J. A Murphy. il Ptr Ink M 9:19-20+ N '24
Getting the dealer to make an advertising investment. Ptr Ink 131:73-4 My 28 '25
Gotham hosiery gets dealers to do more local advertising. G. H Wicker. Ptr Ink M 10: 56+ F '25
How Bird & son help dealers advertise. il Sales Management 8 600 Ap 18 '25
How Chevrolet encourages its dealers to advertise G A Nichols Ptr Ink 132.95-6+ S 3 '25
Jobber's suggestions to national advertisers. J. M. Townley. Ptr Ink 131 17-20+ Je 11 '25
Laboratory test on dealer tie-up Ptr Ink 126 176+ F 7 '24
Lloyd gets dealers to use name in local copy. W. F Doyle Ptr Ink 130 73-4 Ja 8 '25
Must advertising be planned to fit dealers' restrictions? Ptr Ink 133·146+ O 1 '25
Our solution of the dealer co-operation problem. R. Branner Ptr Ink 131·33-4+ Ap 30 '25
Plan that reversed a farm market's off season. R. C. Breth. Ptr Ink 130 105-6 F 26 '25
Reaching the retailer who does not believe in advertising C B Larrabee Ptr Ink 129 111-12+ N 20 '24
Retailers learn how general advertising helps them sell A Belden Ptr Ink 127 200+ Je 26 '24
Testimonials sell advertising to dealers Ptr Ink 131 167-8 Ap 23 '25
What retailers think about general advertising G A. Nichols Ptr Ink 132.117-18+ S 10 '25
What retailers want to know about national campaigns J True Ptr Ink 128 25-6+ S 11 '24
Why and how Brunswick changed its advertising policy P L Deutsch Ptr Ink 130 41-2+ Ja 15 '25

See also Show windows—Contests

Dealer helps

Armour salesmen distribute store signs T C Costello Ptr Ink 133 129-30 O 15 '25
Dealer help wastage; the problem's origin and some general remedies A C Kleberg. Ptr Ink 131 136+ Je 18 '25
Dealers buy 100 000,000 helps from this jobber C M Harrison Ptr Ink M 9 60+ S '24
"Dealer's name here—" J W. Speare Ptr Ink 128:143-4+ Ag 7 '24
Dealers use newspaper electros when they can't get them Ptr Ink 133 89-90 O 29 '25
Demonstrations and sales bulletins that get dealer co-operation H. Whitehead Ptr Ink M 9 50+ D '24
Direct mail that does double duty, dealer literature that goes through to the consumer L. Mansfield Ptr Ink 129 128+ O 30 '24
Effective dealer helps for retailers abroad Ptr Ink 130·129-30+ Ja 15 '25
Getting prospects past the cover of the leaflet W L Larned Ptr Ink 129 53-4+ O 16 '24
How copyrighted dealer helps can be protected Ptr Ink 128:128+ Ag 28 '24
How dealer helps can be designed for the four hundred. J True. Ptr Ink 129 115+ O 30 '24
How Stewart-Warner spreads its direct-mail blanket. D M. Hubbard. il Ptr Ink M 11: 60+ Ag '25
How to help your retailer show the product A H Van Vorls. Ptr Ink 130.17-20 Ja 8 '25
Keeping a stock record of dealer helps. Ptr Ink 132.113+ Jl 30 '25
Making the dealer imprint fit naturally into the picture. Ptr Ink 126.73-4+ Mr 27 '24
Manufacturer advocates free advertising material for dealer distribution. Ptr Ink 126: 141-2 Mr 20 '24
Our discoveries concerning dealer helps. A. G. Pinard. Ptr Ink 131:73-4 My 21 '25
Perennial problem of dealer electros Ptr Ink 131 179+ Ap 16 '25
Rare retailer Ptr Ink 128 180+ S 18 '24
Retailer investigates localized direct-mail campaigns. A. H. Van Voris. Ptr Ink 130: 136+ F 19 '25
Sales increase when Jewett refrigerator charges dealers for direct mail il Sales Management 8 895-8 Je 13 '25
Saving waste on dealer-help advertising. Elec W 83 906-7 My 3 '24
Selling assortments A. J. Reiss Ptr Ink M 9 73 Jl '24
Selling baking powder by helping bakers sell cakes C. M Harrison Ptr Ink M 9:99 D '24
Some experiences with the plan of charging for helps. H C Bursley Ptr Ink 131·142+ Je 18 '25
Staging a come-back in a neglected market R Dickinson Ptr Ink 125 113-14+ D 20 '23
Stop giving things to your dealers G B Hendrick Ptr Ink 127·132+ Je 19 '24
Sure-fire dealer helps R D Hughes. Ptr Ink 127·33-4 My 1 '24
Twice-told tales about dealer helps. L. DeArmand. Ptr Ink 132·129-31 Ag 27 '25
Wahl's methods of distributing dealer helps abroad G Córdova Ptr Ink 132 25-6+ Jl 2 '25
Walk-over enhances dealers' prestige by uncommercial advertising H· Burwen Ptr Ink 125 8+ D 27 '23
What is best method of distributing dealer helps? D G Miller Ptr Ink M 8 64+ Ja '24
When the printer delivers your new display material—then what? S Peabody. il Sales Management 9·91-2+ Jl 25 '25
Who shall pay for dealer helps? M W. Scanlon J Elec 54 515-16 Je 1 '25
Why some direct advertising falls down with the dealer L R. Alwood Ptr Ink M 9 60+ Ag '24
Why the dealer now discriminates in selecting free electrotypes W H. Heath. Ptr Ink 128 102+ Ag 28 '24

Dealers, Appeal to

Advertising ideas that win a dealer's friendship A L Townsend Ptr Ink 128.145-6+ S 18 '24
Advertising must sell come-to-market idea to retailers C M Harrison. Ptr Ink 131:129+ Ap 23 '25
Advertising to sell dealers a department in their stores Ptr Ink 125 123-4 D 20 '23
Big manufacturer teaching merchandising through business press, Cannon towels Ptr Ink 125 73-4+ N 15 '23
Dealer broadsides that break down sales resistance, Briggs-Maroney paint J Briggs, jr Ptr Ink M 11 114+ N '25
Dealer campaign should mesh with rest of selling machinery Ptr Ink 131·73-4 My 14 '25
Factors that nullify dealer advertising M P Gould Ptr Ink 128 114+ Jl 17 '24
Fewer calls to get new dealers B A Fuegleln Ptr Ink M 9·82+ Ag '24
Getting lay dealers to absorb technical facts; Chromel resistance wire E B. Weiss. Ptr Ink 131 41-2+ My 28 '25
Getting the dealer to show his colors. R Crothers il Ptr Ink M 9.43-4+ N '24
Give your dealers ideas in trade copy. E B Weiss il Ptr Ink M 11·40-1+ N '25
How advertising gets recalcitrant dealers to stock up G A Nichols. Ptr Ink 130:113-14+ Mr 5 '25
How 1 800 dealers were taken off a stagnant list A L Townsend. Ptr Ink 129·160+ O 9 '24

ADVERTISING—Dealers, Appeal to—*Continued*
How Pillsbury sells the turnover idea to the grocer. G. A Nichols. Ptr Ink 125 17-20 D 20 '23
How the Seng company interests dealers in something they do not buy from it. J. L. Frazier. Ptr Ink 125 61-2+ N 29 '23
How to answer the hand-to-mouth buyer. M Hastings, jr Ptr Ink 129 17-20 O 23 '24
It sells itself A Bradbury. Ptr Ink 133:10+ O 29 '25
Let branch offices control direct mail to dealers. R D Baldwin. Ptr Ink 131·97-8+ My 14 '25
Missionary men are not always needed, I. B Kleinert rubber company Ptr Ink 133 153-4+ N 5 '25
One-cent mailing folder brings orders from 820 new dealers G: H. Wicker. Ptr Ink 130·177-8+ Mr 26 '25
Planning direct advertising matter aimed at dealers' salesmen R E Ramsay Inland Ptr 72 445-8 D '23
Product that dealers neglect, "domes of silence" promoted through hook-up with other small wares il Sales Management 6: 665 Mr '24
Sidetracking dealer resistance for jobbers' salesmen, Lupton auto parts storage Ptr Ink 126 137-8 F 7 '24
Talking turnover in the retailer's language R. Crothers. Ptr Ink M 8 52+ Ap '24
This program secured 2,500 dealers for us in 1924 R. J. Klaiber. Ptr Ink 130·10+ Mr 26 '25
Through the dealers' spectacles with direct mail D M Hubbard il Ptr Ink M 8 67-8 My '24
Trade advertising to catch business that salesmen are missing M. Hastings, jr il Ptr Ink M 8 27-8 Ap '24
Trade copy that serves as salesmen's advance cards E B Weiss Ptr Ink 129 79-80+ N 13 '24
Typical simple campaigns—one to prospects (York national bank), the other to dealers (Evans-Winter-Hebb) R E Ramsay Inland Ptr 73 235-6 My '24
"Use it yourself" as dealer copy. B A Grimes Ptr Ink M 9 47-8+ D '24
Using trade advertising to get window space. E B Weiss. Ptr Ink 129 136+ D 11 '24
Van Camp's answer to the "it won't sell in my territory" alibi H. P. Way. Sales Management 8 519+ Ap 4 '25
What Dennison spends and gets from advertising H W. Harney Ptr Ink 129 49-50+ N 27 '24
When short profits for the dealer block sales; how Sanitas has built good-will. J. W. Behrens Ptr Ink M 11·36+ S '25
See also Advertising—Dealer cooperation

Economic aspects

Advertising and commodity costs discussed at Seattle meeting. Ptr Ink 132 109+ Jl 30 '25
Advertising as a tonic for the world W Churchill. Ptr Ink M 9 46+ S '24
Advertising as a world-adjuster Ptr Ink 126 186+ Mr 20 '24
Advertising cuts the price in half R Crothers. Ptr Ink 131·26+ Je 11 '25
Advertising helps prevent unemployment. R Dickinson Ptr Ink 132 121+ Ag 27 '25
Advertising in its economic and social aspects H Hoover Econ W n s 29 690-2 My 16 '25; Excerpts. Iron Tr R 76 1252-3 My 14 '25
Advertising in the economic scheme—a suggestion to the engineer E. J Mehren Eng N 93 303 Ag 21 '24
Advertising lowers Sun-Maid selling cost. Ptr Ink 130·149-50 F 12 '25
Better distribution will help stabilize employment C. M Wright. Ptr Ink 131:41-2+ Ap 2 '25
Buyer sets the price of his purchases. R Crothers. Ptr Ink 131·25-6+ My 14 '25
Creating standards by advertising F H Sisson. Am Bankers Assn J 17·15-17 Jl '24; Same cond. Comm & Fin Chr 119 283-4 Jl 19 '24
Cutting down the price spread; the advertising manager's broadening view of distribution. P. L Thomson Nation's Business 12:38+ Ja '24, Same cond Ptr Ink 126 117-18+ Mr 13 '24
Distribution conference begins advertising investigation Ptr Ink 131 10+ Ap 9 '25
Economic determinism and the tooth-brush. W F G Thacher Ptr Ink 128 77-8 + Ag 7 '24
How advertising eases the growing pains of marketing Ptr Ink 126 119-20 Ja 17 '24
How and why advertising cuts utility selling prices G A Nichols Ptr Ink 133:105-6+ O 8 '25
How Beech-nut regards its advertising F E Barbour Ptr Ink 130 10+ Ja 22 '25
How does advertising benefit the final consumer? R Dickinson Ptr Ink 131 3-4+ Ap 30 '25
Is national advertising of apparel a waste? E Wolff Ptr Ink 128 25-6+ Ag 14 '24
Lord Leverhulme answers "Who pays for advertising?" Ptr Ink 125 10+ N 29 '23
Maintenance of quality compelled by advertising R Crothers Ptr Ink 131 101-2 + My 28 '25
Newest brick heaver; criticism of Stuart Chase's Work and waste R Dickinson Ptr Ink 133 65-6+ O 1 '25
Our answer to consumers who question advertising R Dickinson Ptr Ink 130 25-6+ Ja 15 '25
Popular discussion of the economics of advertising J H Collins Ptr Ink 125 115-6 + N 8 '23
Proof that advertising reduces cost to consumer Ptr Ink 129 57-8+ O 2 '24
Shredded wheat advertising cost reduced 80 per cent. Ptr Ink 130 28+ Mr 5 '25
Smearing the forests with ink! W. McFee Nation's Business 13 25-6 S '25
Success of new advertising brings a price reduction on product W A McClarry Ptr Ink 126 25-8 Ja 3 '24
Try this on those who ask "who pays for advertising?" L Fleming Ptr Ink 130.10+ F 5 '25
When Mr and Mrs Public question your advertising Ptr Ink 129 33-4 D 4 '24
Where does advertising stand in the colleges? Ptr Ink 130 65-6+ Ja 8 '25

Exhibitions

New York advertising exposition opens November 12 Ptr Ink 125 111-12 N 15 '23

Family of products

Bringing up a family of products and selling each one in the line D MacLean Ptr Ink M 11 26-8 + O '25
Bringing up the industrial family—advertisingly, the Vulcan iron works Ptr Ink 133 101-2 + N 5 '25
Consumer booklet increases range of dealer's stock Ptr Ink 132 25-6+ Jl 16 '25
Giving ninety items equal prominence in a limited campaign Ptr Ink 130 28 Ja 29 '25
How three highly individual campaigns were brought together in a single advertisement Ptr Ink 126 41-2 Ja 10 '24
Pierce-Arrow defies advertising precedents of its trade W Bates Ptr Ink 128 33-4 Ag 28 '24
Postscript strategy—a way to advertise the Cinderella product W H Heath Ptr Ink 128 18-20 S 11 '24
Reverses the usual process in selling a family of products, campaign to introduce new items in Lipton tea family Sales Management 7·1216+ Jl '24
Road to Wellville plays a return engagement O. Winters. Ptr Ink 130 33-4 Mr 12 '25

Farm women, Appeal to

Perhaps farm women don't know how to use your product Ptr Ink 131 57-8+ Ap 16 '25
Why 500,000 farm women will be better buyers in 1925 Ptr Ink 131 131-4+ Ap 9 '25

ADVERTISING—*Continued*

Farmers, Appeal to

Bring those farm illustrations down to earth R Yarnell. Ptr Ink 130·137-8+ Ja 22 '25
Credit lure brings inquiries—but farmers buy for cash W Brindley. Ptr Ink M 10.38+ Je '25
Cutting the cut and dried from farm copy W L. Larned. Ptr Ink 133 81-2+ O 29 '25
Federal land bank teaches farmer good financial management J A Murphy Ptr Ink 126 97 8+ Mr 6 '21
Insurance and the farmer—another equation for advertising Ptr Ink 126 169 | Mr 13 '24
Manufacturer becomes advertiser after reaching age of three score and ten. Bain wagons G A Nichols Ptr Ink 125.129-32 N 29 '23
New, obvious and worth-while idea for farm-paper copy A. E Haase Ptr Ink M 11 29-30+ Ag '25
Now that prosperity is with the farmer again G A Nichols Ptr Ink 128 3-4+ S 18 '21
Planning direct advertising for general stores R E Ramsay Inland Ptr 71 875-8 My '25
Playing "open and above" with the farmer W Brindley Ptr Ink 128 57-8+ Ag 28 '24
"Reason how" copy will sell farmers Ptr Ink 132 95-6+ Ag 6 '25
Unfavorable market improved by advertising, meat choppers to make sausage G H Hudson Ptr Ink 126 25-6 | Mr 6 '24
Will Fifth avenue copy sell Main street? Ptr Ink 133 132+ O 15 '25

See also Advertising mediums—Farm journals

Finance

Why inquiries should not be charged to agents Ptr Ink 130 57-8 Mr 5 '25

See also Advertising appropriations

Golfers, Appeal to

Hole-in-one golfer as a sampling outlet A E Haase Ptr Ink M 11 25-6+ N '25
Teeing off from the golf audience il Ptg Art 43 310-7 Je '24

Industries, Appeal to

Advertising the product that can't be advertised continuous use of small space in business papers for Fitzsimons steel shafting R W Johnson Sales Management 7 1761 | N '24
Announcing a new product to an industrial market Ptr Ink 131 19-20 Ap 16 '25
Breaking down sales resistance in industrial selling, a survey of the buying habits of industry M Mun Ann Am Acad 115 83-91 S '24
Buying motives for industrial goods M T Copeland Harvard Business R 2 303-18 Ap '24
Campaigns which bid for the manufacturer's attention Ptg Art 11 253-60 N '24
Common-sense industrial advertising J A Murphy Ptr Ink 133 25-6+ O 29 '25
Does a limited industrial market preclude advertising? R Rockafellow Ptr Ink 128 108+ Jl 10 '24
Exploration of industrial advertising C Noble Ptr Ink 129 17-20 O 9; 103-4+ O 30 '24
Gaining the ear of the man in authority Ptr Ink 130 157+ Ja 22 '25
General purchasing engineer talks on advertising F J Petura Ptr Ink 133 105-6 O 22 '25
Getting productive distribution for industrial catalogues A L Townsend Ptr Ink 129: 129-31 D 18 '24
Industrial advertiser's answers to three vital questions; International chemical co D J Benolkel. Ptr Ink 133 49-50+ O 22 '25
Industry begins to tell 'em a story R Cole Ptr Ink M 11 31-2+ O '25
Inquiries as a lead to sales in industrial advertising R Cole Ptr Ink 132·77-8+ Ag 13 '25
Just how informal can industrial copy be? R T O'Connell. Ptr Ink M 10 52+ Ja '25
Methods of regulating the industrial appropriation C Noble Ptr Ink 129 119-20+ N 27 '24
New advertiser thinks out loud; Poland soap works A E. Haase. Ptr Ink M 11.38+ O '25
Nine snapshots of industrial advertising successes B Chapple Ptr Ink 128 78 + Jl 24 '24
Shooting at the industrial sale from many angles Ptr Ink 132 102+ S 10 '25
They multiplied their industrial inquiries twenty-five fold H Chandler Ptr Ink 131: 17-20 Je 18 '25
What do you want your industrial advertising to do? C Noble Ptr Ink 129 119-20+ N 13 '24

Inquiries

Advertisers who may profitably seek for inquiries S R Hall Ptr Ink 127 69-70 Je 12 '24
Are folks afraid to sign your return cards? M Drake Ptg Art 42 453-5 Ja '24
How much is an inquiry worth? Ptr Ink M 11 42 N '25
Inquiries as a lead to sales in industrial advertising R Cole Ptr Ink 132 77-8+ Ag 13 '25
Pointers on those inquiries manufacturers send retailers. J True Ptr Ink 128 53-4+ Ag 21 '24
Turning consumer inquiries into sales H E Pettingill Ptr Ink 131.149-50 Je 4 '25
Value of inquiries, not volume, true index of industrial sales costs Ptr Ink 126 33-4+ Mr 27 '24
What an ex-salesman thinks of the inquiries you get R Wark Ptr Ink 129 33-4 | N 6 '24
What is a curiosity inquiry? J D Cunningham Ptr Ink 125 33-4+ D 6 '23
What retailers think of the leads you send them H A Haring Ptr Ink 129 131-2 + O 2 '24

Jobber cooperation

Advertising helps C-it corporation to identify distributors G A Nichols Ptr Ink 133 49-50+ O 1 '25
Finesse in co-operative work with distributors Ptr Ink 133 89-90+ O 22 '25
One mailing wins cooperation of 3,600 jobbers' salesmen E H Shanks Sales Management 9 155-6+ Ag 8 '25
When the jobbers' salesmen are the neck of the sales bottle; Ekco guaranteed strapping P Chapman Sales Management 8 797-8+ My 30 '25

Jobbers, Appeal to

How an assortment selling plan is being merchandised, Aluminum goods manufacturing advertising liquor-flavored specialties Ptr Ink M 8 32-3 F '24
How much attention must industrial advertisers give the jobber? R. Perry. Ptr Ink M 10 43-4 My '25

Laws and regulations

Barrier against dishonest advertising, Printer's Ink model statute Ptr Ink 127 93-4+, Bibliography 98+ Je 5 '24
Don't reproduce U. S postage stamps in advertising Ptr Ink 128 10+ Ag 14 '24
Drive to enact "Printers' Ink" model statute in Illinois Ptr Ink 129 122+ D 11 '24
Is advertising merchandise? question in Wills Sainte Claire bankruptcy proceedings Ptr Ink 126 53-4+ Ja 24 '24
Prohibition commissioner interprets rulings on advertising liquor-flavored specialties. Ptr Ink 125 81-2+ N 15 '23
Shall legitimate advertising be made illegal by law? the effort of the Boston bar association to prohibit trust company advertising J H Collins Ptr Ink 130 81-2+ Ja 1 '25
What are your legal rights to testimonials? E I Devlin, jr. Ptr Ink M 10.64+ Ap '25
When coupons in Wisconsin newspapers are unlawful Ptr Ink 126 138 Mr 6 '24

ADVERTISING—Laws and regulations—*Cont.*
When stock selling must have government sanction; in Pennsylvania all dealers in securities must obtain registration. Ptr Ink 128:142+ Jl 3 '24

See also Advertising, Fraudulent; Advertising agencies—Law; Advertising contracts

Leaders

Picking a sales and advertising policy that will last; manufacturer of radio apparatus picks out a leader. H: Burwen. Ptr Ink 126: 10+ Ja 3 '24

See also Advertising—Family of products

Men, Appeal to

Advertisers follow Mr Married Man around the clock. Ptr Ink 127:130+ Ap 3 '24
Prescription for copy addressed to men. A L. Townsend. Ptr Ink 128:109-10+ Jl 24 '24
Why not father-love in advertising? I. J. Ketterer. Ptg Art 44:555-8 F '25

Planning

Making the advertising plan H. Eckhardt Ptr Ink 126:3-4+ Mr 27 '24

Price relations

See Advertising—Economic aspects

Prize contests

Bringing prize contests within the law Ptr Ink 129:36 D 4 '24
Cash prize contests as the backbone of the special-purpose campaign W H Heath Ptr Ink 127.41-2+ Ap 3 '24
Consumer guessing contest with a double-barreled effect; Bluebird pearls. Ptr Ink 126:74+ Ja 10 '24
Four million sales in thirty days; drive for co-operation of dealers and clerks multiplies sales of Dr West's tooth brushes E Whitmore Sales Management 6:393-4+ Ja '24
Home lighting contest. il plans Bldg Age 46:78 Ag '24
How shredded wheat adds to its recipes Ptr Ink 128:72+ Jl 31 '24
Huyler's consumer contest introduces a new package. Ptr Ink 132:111-12 Ag 13 '25
Is a prize contest for consumers good business? A Bradbury. Ptr Ink 127 41-2+ Je 19 '24
Letting the old-timers freshen the copy well; how the Wooster brush company used trade papers to conduct a veteran users' contest D. Gridley. Ptr Ink 132:57-8 S 17 '25
New idea for importers; Juan Shaw of Argentina offers prizes for oldest sewing machines C. W. Gerson. il Am Exporter 95:15-17 O '24
School board bans prize contests. Ptr Ink 128: 98 S 11 '24
Slogan contest as first aid to De Luxe train advertising. Ptr Ink 128:52 S 25 '24

See also Bank employees—Contests

Psychology

Attention and interest in advertising. H. K Nixon. 68p H. K. Nixon, New York '24
Five loves that cause a man to buy. R. Barstow. Ptg Art 42:252-6 N '23
Psychology in advertising A. T. Poffenberger. 632p [bibliog. p. 617-23] Shaw '25
Psychology of selling and advertising. E: K. Strong. 468p McGraw-Hill '25
What place has psychology in advertising? C B Larrabee Ptr Ink 132:81-2+ S 24 '25

Rates

Advertising agents and publishers answer Federal trade commission. Ptr Ink 130:10+ Mr 19 '25
Department store rates and the cost of the agate line. Ptr Ink 126:10+ Mr 27 '24
Federal trade commission strives to understand advertising; complaints against three advertising and publishing organizations. Ptr Ink 130.17-20+ Ja 1 '25
More angles to the inch cost G. L. Caswell. Inland Ptr 72:969-70 Mr '24
Why rage? some problems of publishers, advertising agents, and advertisers. C: A. Bates. Ptd Salesmanship 45:255-8 My '25

See also Legal advertising

Schedules

A selling idea for August, 1925; linking up your product with school opening. A Lewis Ptr Ink 128:17-19 S 4 '24

Societies

See also Associated advertising clubs of the world; Association of national advertisers

Statistics

Publication advertising increase seen in Post office report. Ptr Ink 125 154+ D 13 '23
Seventy-five leading magazine advertisers of 1924. Ptr Ink 131.48 Ap 30 '25
Summary of national newspaper advertising in twenty-seven cities. Ptr Ink M 10:138+ Ap '25
Volume of advertising in monthly magazines. Ptr Ink 126:217+ Ja 10 '24 [continued monthly]

Stockholders, Appeal to

Making stockholders friends of a corporation. R. Bartholomew. il diag map Ptg Art 44: 461-9 Ja '25
Why not gamble on the stockholder? T: F. Walsh il Ptr Ink M 10 38-40+ My '25

Testing

Are college students a dependable index of consumers? G B Hotchkiss and R. B Franken. Ptr Ink M 8:86+ Je '24
Government tests of the value of advertising Ptr Ink 129 162+ N 13 '24
Selecting the tryout market. F D Webb Ptr Ink 128 25-6+ Ag 21 '24
Taking the guesswork out of business. W: R Basset. Forbes 14:425-6 Jl 5 '24
What is a good trial market? R Dickinson Ptr Ink 125 17-19 N 15 '23

See also Advertising, Mail—Testing

Waste

Audit bureau calls for new campaign against waste. Ptr Ink 133:25-6+ O 22 '25
Farm papers in move for national agricultural day; advertising waste J O'Shaughnessy. Ptr Ink 133.41-2+ O 22 '25
Some advertising wastes and how to eliminate them. G L Sumner. Ptr Ink 130 109-10+ F 5 '25

Women, Appeal to

Do women respond to "pretty girl" pictures? R. Leigh il Ptr Ink 129:25-6+ N 6 '24
Effective way to advertise to women Ptr Ink 129:104 D 4 '24
From one woman to another—anent copy. M. H. Clarke. Ptr Ink 130:57-8 Ja 1 '25
Over-feminizing the feminine appeal. R. Leigh. Ptr Ink 129.99-100+ D 11 '24
Selling by the printed word. R Ruxton. Ptg Art 44:581-2 F '25
What a housewife wants in copy. L. T Davis Ptr Ink M 8:52+ F '24
When bank ads appeal to women V Caldwell Bankers M 109:234-6 Ag '24
When you coal operators advertise, don't forget women H. Blauvelt. Ptr Ink 128:101-2+ S 11 '24
Why much otherwise good copy falls in the eyes of women—the eighty-five per cent buyers M K. Purcell. Ptg Art 44 162-4 O '24
The woman appeal. F. Maule. Ptr Ink 126: 105-6+ Ja 31 '24

See also Advertising—Farm women, Appeal to; Corsets—Advertising

Australia

First-hand facts about advertising in Australia. Ptr Ink 129:138+ O 2 '24

ADVERTISING—*Continued*

California

Just what is this California style newspaper advertising, anyway? W. L Larned. il Ptr Ink M 11·33+ Ag '25

Canada

How American advertisers change their Canadian copy B R. Brooker Ptr Ink 125·87-8+ D 27 '23

China

General Electric copy in China takes on spirit of the Orient. Ptr Ink 125.97-8 D 20 '23
Playing safe with color in China. Ptr Ink 129:69 D 18 '24
Uncovering the markets of China. A. W Ferrin and W. L. Kilcoin. Ptr Ink 127.113-14+ Je 5 '24

Denmark

How the Dane uses advertising A W Ferrin and W. L. Kilcoin Ptr Ink 126.94+ F 14 '24
Sun-maid advertising influences Danish politics. G. Elley-Hansen Ptr Ink 128·65-6 S 18 '24

France

"Translated into the French by—". W. Perry il Ptr Ink M 10:32-3 F '25

Great Britain

Choosing the agency to handle your British campaign J C Aspley. Sales Management 7 1277-8+ Jl '24
Copy that sold American goods in King George's land. C. McPherson. il Sales Management 8 79-81+ sec 2 Ja 10 '25
Opportunities for American advertisers in the British markets in 1924. J. True. Ptr Ink 125·17-20+ Ja 10 '24
Year's campaigns for American products in Britain J. C. Aspley. Sales Management 8 75-6+ sec 2 Ja 10 '25

India

Advertising in India. D. Renshaw and C. B. Spofford, jr. U S Bur For & Dom Com Trade Information Bul 318:1-28 '25
India is ripe for American advertising Ptr Ink 130 144+ Ja 8 '25

Java

Jazzing up Java. A. W Ferrin and W. G Kilcoin Ptr Ink 126·113-14+ Ja 3 '24

Mexico

Not essential to "habla espanol" to sell in Mexico. R. McDaniel. Sales Management 8. 669-70 My 2 '25

Turkey

Advertising flourishes in Constantinople A W. Ferrin and W. L. Kilcoin Ptr Ink 125·41-2+ D 13 '23

ADVERTISING, Association

Advertising aids in the solution of lumber industry's problems J. True. Ptr Ink 126 89-90+ Ja 3 '24
Calamity encourages the oyster industry to advertise. Ptr Ink 132·10+ Ag 13 '25
Co-operative advertising of a public utility W. M. Mason. Gas J (Lond) 167.391-3 Jl 23 '24
Cooperative industry advertising. R. A. Cheney. Textile World 67:858 F 7 '25
How Sealdsweet advertises to growers to insure quality. Ptr Ink 129 34+ O 16 '24
How to claim distinction for an everyday product; advertising of Pennsylvania crude oil. J: A. Lutz. Ptr Ink 127.129-30+ Ap 24 '24
Press agent loses out again; the Calf tanners association takes paid space for talk with workers. Ptr Ink 130:185 F 12 '25
Proposed national advertising campaign. J: W. MacGregor. I B A of A 14:19-22 S 23 '25
Report of N P.O. & V.A .National clean up and paint up campaign committee and of the Save the surface committee. Oil Paint & Drug Rep 106:27+ O 29 '24; 108.33+ N 5 '25
Roundabout advertising that follows a straight line. W. Clay. Ptr Ink 130:149-50+ Mr 26 '25
Suggestions on group advertising Sheet Metal Worker 16.3-4 F 13 '25
30 years of cooperative advertising. V. Fisher. Gas Age 54.233-4 Ag 16 '24
Value of group advertising. M. Crowley Sanitary & Heat Eng 102:374-5+; 103:11-13, 74-5+ N 28 '24, Ja 9, F 6 '25
When a whole industry advertises. R. McDaniel. Nation's Business 12:31+ My '24
When many okehs are needed on the advertising campaign. R. Branner. Ptr Ink 126·89-90 Ja 24 '24
Why advertise collectively? H E Jones Sanitary & Heat Eng 101.67-9+, 144, 174-5 F 8, Mr 7, 21 '24
Why association campaigns sometimes fail. Ptr Ink M 9.100+ O '24
Wisconsin independents to try the press for association advertising. W. K. Halbert. Nat Pet N 17:23-4 Ja 21 '25

See also Advertising, Cooperative, *also* National trade extension bureau

Finance

How far can associations go for advertising funds? Ptr Ink 129.95-6 N 13 '24

ADVERTISING, Cooperative

Advertisers follow Mr Married Man around the clock. Ptr Ink 127.130+ Ap 3 '24
Advocates co-operative advertising for life insurance J A. Price Ptr Ink 131·117-18+ Je '25
Another industry takes its first advertising steps; furniture warehousemen's cooperative campaign Ptr Ink 132·73-4 S 10 '25
Canada starts a nation-wide campaign to increase sale of fish. B. R. Brooker. Ptr Ink 125 89-90+ D 13 '23
Christmas campaign that made every day a shopping day. O. Winford. il System 44:730-2+ D '23
Cincinnati shoe manufacturers unite to win back lost trade. Sales Management 8:41 Ja 10 '25
Competing chain-store systems combine in advertising. Ptr Ink 125:117-18 N 15 '23
Cooperative advertising by retail service grocers. S: Freed and A. V. Stalick. 24p Univ. of Colorado, University extension division, Boulder '25
Co-operative advertising in Britain perks up. F. H. Wright. Ptr Ink 130:85-6 F 26 '25
Co-operative advertising of electricity. Elec R (Lond) 95 116-17 Jl 18 '24
Cooperative retail advertising. U S Bur For & Dom Com Trade Information Bul 302: 1-11 '25
Co-operative steamship campaign opens opportunity for more institutional advertising. Ptr Ink 127:77-8 Ap 3 '24
Co-operative work that strikes out along new lines. A. Leslie. Ptr Ink 129:165-6+ D 11 '24
Dealer co-operation from the dealer's side of the fence; twenty-five Corona dealers form association W. B. Edwards. Ptr Ink 125: 121-2+ D 6 '23
District co-operative advertising. N. H. Humphrys Gas J (Lond) 168:656 D 3 '24
Eight manufacturers co-operate to advertise new Studebaker. Ptr Ink 128.129-30 S 18 '24
Farm implement men make price fight in co-operative campaign. G. A. Nichols. Ptr Ink 126 90+ Ja 31 '24
Guide-post for co-operative advertising campaigns. F. Coste. Ptr Ink 127:158+ Je 19 '24
How far can co-operative farm advertising go? D. Francisco. Ptr Ink M 10 25-6+ Ap '25
Is cooperative advertising all it is cracked up to be? M Goodman. Sales Management 9: 420 O 3 '25

ADVERTISING, Cooperative—*Continued*
Making people fight for a home. V. E. Coulter. Ptr Ink 127·146+ Je 19 '24
Open sesame to success in industrial cooperative advertising. T. W. Vinson. Ptr Ink 125:169-70+ N 15 '23
Opportunities for cooperative advertising. D. E Stetson. Inland Ptr 75:918 S '25
Physicians finance a co-operative campaign. Ptr Ink 132 150+ Ag 27 '25
Publicity campaign of the sheet steel manufacturers. L D Mercer. Sheet Metal Worker 15:751-2 O 24 '24
Too many cherries? advertise cherry pie! Ptr Ink 127 151+ Ap 10 '24
Turning spongers into regular customers Ptr Ink 125.145-6 N 29 '23
Value of co-operative advertising questioned. Ptr Ink 125:137 N 22 '23
When an entire industry backs a campaign. Ptr Ink 127 156 Je 12 '24
When dealers shoulder the manufacturer's burden. B A. Grimes Ptr Ink 132·49-50+ Ag 20 '25

See also Advertising, Association; Catalogs, Cooperative, *also* National dairy council

Neosho plan

Neosho plan—a builder of railroad business. N C Tompkins il Ry Age 75 1011-12 D 1 '23

ADVERTISING, Direct
Bigger returns from what you spend for printed matter. D H. Colcord. il Sales Management 6·377-8+ Ja '24
Blotters, flyers and envelope stuffers. D· H Colcord. il Sales Management 6·595+ F '24
Circular advertising department. W· W. Beardsley. 116p Ronald press '24
Direct advertising R E Ramsay. Published in monthly numbers of Inland printer
Indirect salesmanship in direct advertising. R D Skinner. Ptg Art 43 45-7 Mr '24
Package inserts—versatile allies of your advertising. C B. Larrabee. Ptr Ink M 7 31-3 D '23
Planning direct advertising for confectioners and soft-drink parlors. R. E Ramsay il Inland Ptr 75 245-8 My '25

See also Advertising, Mail; Blotters; Catalogs, Handbills; House organs; Labels, Package goods—Advertising

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational
Advertising a staple to soften the retailer's job; Hires-Turner glass company Ptr Ink 125·57-8+ N 22 '23
Advertising is altering the food habits of the world. Ptr Ink 125 129-30+ N 15 '23
Advertising that takes care of future needs J. D. Ellsworth. Ptr Ink 126 129-30 F 14 '24
Advertising to check inflated financing. Ptr Ink 131:149-50+ Ap 9 '25
Another hard-boiled industry takes its case to the consumer. D Gridley Ptr Ink 126: 41-2+ Mr 6 '24
Anthracite operators advertise free course in heat engineering. J: A Lutz Ptr Ink 128· 106+ S 18 '24
Bakelite's round-robin advertising comes home to roost. C: G. Muller. Ptr Ink 131:133-4+ My 7 '25
Big job for the farm implement maker. A. Stote Ptr Ink 132 70+ S 3 '25
Country-wide advertising to make retailers' position clear to public proposed. J: S. Jones. Ptr Ink 125:53-4 N 29 '23
Educational or an institutional campaign—which? R. W. Sexton. Ptr Ink M 10:45-6 Ja '25
Epoch of the engineer; forecasting the time when he will advertise co-operatively. A. Stote. Ptr Ink 131.99-100+ Je 4 '25
Footballs of public opinion R. Stevenson, jr. Ptr Ink 129 181+ O 16 '24
Getting lay dealers to absorb technical facts; Chromel resistance wire. E. B. Weiss. Ptr Ink 131:41-2+ My 28 '25
"Home, sweet home" as architects should sing it. A. Stote. Ptr Ink 131:85-6+ Ap 16 '25
How bankers can draw on public confidence. A. Stote. Ptr Ink 128:132+ S 4 '24
How the Seng company interests dealers in something they do not buy from it J. L. Frazier. Ptr Ink 125:61-2+ N 29 '23
Human touch of the Metropolitan Life. Ptr Ink 129:121-2+ D 4 '24
If doctors only would—. A. Stote. Ptr Ink 132 97-100 Jl 16 '25
If Mr Cromwell asked me. A. Stote. Ptr Ink 127·25-6+ My 8 '24
Institutional, educational advertising of oil as fuel W. M. Horner. Am Pet Inst Bul 4:73-6 D 31 '23
Off-season campaign produces a hundred percent increase Sales Management 9.282+ S 5 '25
Physicians finance a co-operative campaign. Ptr Ink 132 150+ Ag 27 '25
Prejudiced market is reversed by advertising; Hawaiian Ice company. Ptr Ink 126:165 F 14 '24
Price of keeping your public in ignorance. A. Stote Ptr Ink 128 136+ S 25 '24
Tame copy won't tame forest fires. W. B. Greeley. Ptr Ink 129 3-4+ D 4 '24
Technical men of a city explain themselves. H. W Smith Ptr Ink 128·94+ S 25 '24
Tonic for an unresponsive market. R. Perry. Ptr Ink M 9 68+ Jl '24
Turning spongers into regular customers. Ptr Ink 125 145-6 N 29 '23
Walk-over enhances dealers' prestige by uncommercial advertising. H Burwen. Ptr Ink 125 8+ D 27 '23
We found the way to bigger sales through a promotion department F A Brazelton Sales Management 8 535-6 Ap 4 '25
What's wrong with oil? A. Stote. Ptr Ink 127.101-2+ Je 19 '24
When buyers' ignorance is your worst competition B. F. Berfield. Ptr Ink 130:53-4+ F 12 '25
When half-way advertising obscures the main idea Ptr Ink 130 49-50+ Mr 19 '25
When the idea is more important than the product, Johns-Manville campaign on trademarked houses R Cole Ptr Ink 131 133-4+ Ap 2 '25
Why advertise? G: Dock, jr. I B A of A 14.22-4 S 23 '25
Wisconsin manufacturers fight for popular good-will Ptr Ink 129.10+ D 4 '24

See also Advertisements—Price justification; Advertising, Association; Advertising, Institutional; Exhibits; Instruction in use of product, Package goods—Directions for use, Public utilities—Advertising; Publicity

ADVERTISING, Ethics of. See Advertising ethics

ADVERTISING, Foreign
Add a little more local flavor to your foreign copy W. L. Larned. Ptr Ink 130:73-4+ F 12 '25
Advertising American dyestuffs in foreign countries A. T. Marks Textile Col 46·629-30 O '24
Advertising material I receive from you in Mexico. H. Rose Ptr Ink 131:33-4 My 21 '25
American goods in need of more advertising abroad. Ptr Ink 126 113-14 Mr 27 '24
British advertising review section of Sales management Sales Management 8:75-126 sec 2 Ja 10 '25
China—an opportunity for American advertisers J. B. Powell. il Ptr Ink M 7.41-2+ D '23
Choosing the agency to handle your British campaign. J C. Aspley. il Sales Management 7:1277-8+ Jl '24
Effective dealer helps for retailers abroad. Ptr Ink 130:129-30+ Ja 15 '25
Eversharp's foreign advertising policy. Ptr Ink 125·115-16+ D 13 '23
Export advertising practice. D. P. De Young. il Management & Adm 9:29-32 Ja '25
Export advertising practice. C. F: Propson. 271p Prentice-Hall '23

ADVERTISING, Foreign—*Continued*
Export sales letters that bring results. W. F. Wyman. Ptr Ink M 10:21+ Je '25
General Electric copy in China takes on spirit of the Orient. Ptr Ink 125:97-8 D 20 '23
Government now offers world-wide advertising data; facts on 2,500 foreign publications. Ptr Ink 130:107-8 Ja 1 '25
How American advertisers change their Canadian copy. B R. Brooker. Ptr Ink 125: 87-8+ D 27 '23
How export letters are keyed. Ptr Ink 131: 69-70+ Ap 23 '25
How 12 companies make foreign advertising pay. P. W. Thayer. System 48:581-3+ N '25
Selling in Swedish markets. H. Blauvelt. il Ptr Ink M 9:33+ O '24
Series of nine export sales letters. W. F. Wyman. Ptr Ink 133:73-4+ N 5 '25
Shipment of samples and advertising matter to Latin America and the West Indies R P. Wakefield. U S Bur For & Dom Com Trade Information Bul 250 1-54 '24
Sun-maid advertising influences Danish politics. G. Eiley-Hansen. Ptr Ink 128.65-6 S 18 '24
Wahl's methods of distributing dealer helps abroad. G Córdova Ptr Ink 132:25-6+ Jl 2 '25
Where, how, and to whom shall I advertise abroad? P. W. Thayer. il System 48 441-2+ O '25

ADVERTISING, Fraudulent
Advertised free offers are under fire. Ptr Ink 129 133-4+ O 23 '24
Daylight cure for blue-sky promotions. R D Simmons Ptr Ink M 9:41-2 Ag '24
Drive on "gyp" furniture advertisers starts in Detroit. G A. Nichols. Ptr Ink 131:108+ Ap 9 '25
Furniture industry warned against continuing fraudulent advertising practices. Ptr Ink 127:107-8 Ap 3 '24
How the Federal trade commission curbs false advertising. Ptr Ink 125:78+ N 8 '23
How to prevent crooks from stealing a billion dollars a year by use of mails. Ptr Ink 125:61-2+ D 6 '23
Kansas starts war on fraudulent advertising Ptr Ink 130:172+ F 26 '25
Outrageous use of advertising by vendors of alleged tuberculosis cures. Ptr Ink 130:105-6 Ja 1 '25
Philanthropists are direct-mail advertisers' greatest competitors. B. Avery. Ptr Ink 131: 61-2+ Je 4 '25
Report of fraudulent advertising committee of I B A Comm & Fin Chr 119 1560-1 O 4 '24
Why and how patent advertising is censored Ptr Ink 129 41-2+ O 9 '24

See also Advertising—Laws and regulations; Advertising ethics

ADVERTISING, Good will. See Advertising, Educational; Advertising, Institutional; Public utilities—Advertising

ADVERTISING, Indirect
Accessory maker grabs the buck. Ptr Ink 130: 33-4+ F 5 '25
Indirect selling brings direct returns. Ptr Ink 126 173-4 Ja 10 '24
Roundabout advertising that follows a straight line W. Clay. Ptr Ink 130:149-50+ Mr 26 '25
Selling cellarless houses to sell heating equipment. Ptr Ink 126:126+ Mr 6 '24
Speaking up for your customers J. H. Collins. Ptr Ink 131:3-4+ Ap 9 '25

See also Advertising, Educational

ADVERTISING, Institutional
Advertising the product that can't be advertised; continuous use of small space in business papers for Fitzsimons steel shafting. R. W. Johnson. Sales Management 7.1764+ N '24
Beware of the business muckraker! A. Stote Ptr Ink 127:10+ Ap 24 '24
Bond house tests the value of good-will copy. Ptr Ink 126:94+ Mr 13 '24
Coco-cola's new method of beating imitators. Ptr Ink 128.10+ S 18 '24
Glass pockets in business. D. E. Wheeler. Ptr Ink M 8.52+ Ja '24
Good will and institutional advertising. B. J. Mullaney. Am Gas J 122:483-4 Je 6 '25; Same. Gas Age 55:918+ Je 27 '25
How big business can get a square deal from public. R. Budd. Ptr Ink 129:3-4+ O 2 '24
How you can use a history in your business. J: A. Murphy. il Ptr Ink M 9:27-8+ S '24
Largest grocery chain takes a hand at institutional advertising; A. & P. stores in Washington district. Ptr Ink 129:107-8 D 11 '24
Making stockholders friends of a corporation. R Bartholomew. il diag map Ptg Art 44: 461-9 Ja '25
Paid space instead of lobbyists; the Standard oil company of Indiana. R. Crothers. Ptr Ink 133 113-14+ O 1 '25
So Ford is advertising. F. Russell. Ptr Ink 128:41-2+ Jl 17 '24
Squeezing institutional copy into small space. Ptr Ink 133:93-4 O 1 '25
Swift explains its advertising policy Ptr Ink 126 165+ Mr 13 '24
Walter C. Teagle—an unorthodox captain of industry. E. Hungerford. Ptr Ink M 8:36-8 Mr '24
We advertise our executives—not our product Ptr Ink 130 111-12 Ja 29 '25
What three years of advertising did for Squibb's sixty-five-year-old trade-mark. J: M Van Horson. Ptr Ink 126:73-4+ Mr 20 '24
When can a company stop advertising? "Never" is answer of Canadian Pacific. E. W. Beatty. Ptr Ink M 10:21-2 Ja '25
When you need historical data on American cities; S. W. Straus and co. advertising. Ptr Ink 133:105-6+ O 1 '25

See also House organs

ADVERTISING, Legal. See Legal advertising

ADVERTISING, Mail
Advantages offered to advertisers by air mail service Ptr Ink 127:10+ My 29 '24
Advertising material I receive from you in Mexico. H. Rose. Ptr Ink 131:33-4 My 21 '25
Advice on direct mail for the advertiser in the industrial field. Ptr Ink 125:101-2 D 27 '23
Analysis—plan—sales. C: A. Bates. Ptd Salesmanship 46:131-3 O '25
Are folks afraid to sign your return cards? M Droke. Ptg Art 42.453-5 Ja '24
Bandying the black art in direct-mail selling. E. R. Roeder. Ptg Art 42:349-50 D '23
Basis of successful direct-mail campaigns. Ptr Ink 131:160 My 14 '25
Better advertising, rather than more of it. Ptr Ink 129:41-2+ N 6 '24
Boomerang of direct returns. R. E. Ramsay. il Inland Ptr 73.913-16 S '24
Buying the gas to make it go. F. W. Bond. Ptd Salesmanship 46 145-6 O '25
Charity raises $90,507 by mail at a cost of 3 per cent. E. A. Rowell. Ptr Ink 130:57-8+ F 26 '25
Circular advertising. S Eaton. Ptg Art 43: 250-3 My '24
Company that teaches salesmen to route themselves; Toledo scale co. T: F. Walsh. Ptr Ink M 11:29-30+ O '25
Costless direct-mail campaign that rebuilt our business. H. Schloesser. System 47.307-10+ Mr '25
Dealer broadsides that break down sales resistance; Briggs-Maroney paint. J: Briggs, jr. Ptr Ink M 11:114+ N '25
Dealer campaign should mesh with rest of selling machinery. Ptr Ink 131:73-4 My 14 '25
Dealer sag; Westinghouse acts to forestall the inevitable post-campaign slump. Ptr Ink 132:65-6+ Jl 9 '25
Delco-light installs direct mail to help dealers turn prospects into customers. Ptr Ink 126:82+ Mr 27 '24

ADVERTISING, Mail—*Continued*
Direct mail and the salesman C. A Bates. Ptd Salesmanship 45 443-5 Jl '25
Direct mail as part of the trust selling campaign T. T. Weldon. Bankers M 111.31-4 Jl '25
Direct-mail campaign that increased number of accounts 80 per cent. J. Kling. Ptr Ink M 8:41-2 F '24
Direct-mail makers in action R. E. Ramsay. il chart Inland Ptr 74.97-100 O '24
Direct mail "pepper sauce" that whets the reader's appetite. Sales Management 7.1399-1400 Ag '24
Direct mail that does double duty, dealer literature that goes through to the consumer. L. Mansfield. Ptr Ink 129·128+ O 30 '24
Direct-mail versus newspaper advertising. A. J Peel. Ptd Salesmanship 46·271-2 N '25
Do depositors respond to mailing? G P Knapp. Burroughs Clearing House 9:14-16 F '25
Does sending printed matter ahead of salesmen steal their "thunder"? Sales Management 6 627-8+ Mr '24
Elementary observations on direct-mail advertising C: A. Bates Ptg Art 43:227-9 My '24
Ever try direct mail ads? F. H. Williams. Pet Age 15.25-6 F 15 '25
Fewer calls to get new dealers B. A Fuerlein Ptr Ink M 9.82+ Ag '24
First-person advertising that brought a new slant to bank's advertising. Ptr Ink 126:84+ Ja 24 '24
$500 mail campaign that brought back $24,000 worth of orders. Sales Management 7 1529 S '24
Flexibility of direct mail. C. A Bates. Ptg Art 45.131-4 Ap '25
Folders—used and misused step-children of direct advertising C B Larrabee. il Ptr Ink M 11 30-2+ Jl '25
Gaining the ear of the man in authority. Ptr Ink 130:157+ Ja 22 '25
Getting under the skin of the critical industrial prospect; Tide Water campaign. J. T Jones. Ptr Ink M 8 90+ Ja '24
Grab-bag of direct-mail advertising ideas. Ptr Ink 133·25-6+ N 5 '25
Handling the research work in typical direct advertising campaigns R. E Ramsay. Inland Ptr 73·413-16 Je '24
How a direct-mail campaign is sold to salesmen and retailers C. Stirling Ptr Ink M 8:40-2+ Ap '24
How a distributing system for Oliver oil-gas burner grew from mail-order advertising. G A. Nichols Ptr Ink 126 157-8+ Ja 10 '24
How Art Metal doubled list of dealers who use direct mail. Sales Management 9.425-6 O 3 '25
How circularising can help the retail electrical trade. E. N. Simons Elec R (Lond) 95: 460-1 S 26 '24
How Packard Electric balances business-paper and direct-mail advertising J. C Bowman. Ptr Ink 125:69-70 D 20 '23
How shall we handle the newcomer to direct mail? L. R. Alwood Ptd Salesmanship 45: 243-5 My '25
How Sterling products company uses mail to build prestige for salesmen S R Hall. il Sales Management 9·33-6+ Jl 11 '25
How Stewart-Warner spreads its direct-mail blanket D. M. Hubbard. il Ptr Ink M 11 60+ Ag '25
How the postal rate increase is affecting business Ptr Ink 132·25-6+ Ag 20 '25
How the wheels of a large direct-mail department go round H Whitehead. Ptr Ink M 10.108+ Mr '25
How we sold $21,608 by mail for 4.4%. J. G. Pattee. System 48·551-3 N '25
Humanized copy sells industrial product by mail; Coppus engineering corporation circularizes mines Ptr Ink 131·107-8 Ap 2 '25
If I were a sales manager with printing to buy. J. T. Igoe. Sales Management 9:369-71 S 19 '25
Increasing direct advertising returns. F. McNaughton 220p Selling aid, 1304 Jackson blvd., Chicago '23
Injecting a personality into selling by mail; Rust craft publishers' greeting cards. E. D. Chase. il Ptr Ink M 8:60+ Je '24
It's time for direct mail to put on long pants. P M. Jaques. Ptd Salesmanship 46:251-2 N '25
Keeping memory green between salesmen's visits Ptr Ink 127·64+ My 8 '24
Larvex corporation mailing piece sold seven thousand orders to retail druggists N. Lewis. Sales Management 7:1779 N '24
Let branch offices control direct mail to dealers R. D. Baldwin. Ptr Ink 131.97-8+ My 14 '25
Mail campaign that cost $2,490 and produced $58,000. Ptr Ink 130:133-6 Ja 8 '25
Making it easy for retailers to send fill-in orders. A. H. Van Voris. Ptr Ink M 9.82+ N '24
Missionary men are not always needed; I. B. Kleinert rubber company. Ptr Ink 133:153-4+ N 5 '25
Now we get the full effect of our direct-mail matter K G. Merrill. System 48.46-7+ Jl '25
One-cent mailing folder brings orders from 820 new dealers G H Wicker. Ptr Ink 130 177-8+ Mr 26 '25
Our most successful mailing piece H. L Ramsay Sales Management 8 963+ Je 27 '25
Philanthropists are direct-mail advertisers' greatest competitors. B Avery. Ptr Ink 131: 61-2+ Je 4 '25
Planning, designing and selling an advertising and merchandising campaign R. E Ramsay. Inland Ptr 73·757-60 Ag '24
Planning direct advertising for the baking industry R E Ramsay. il Inland Ptr 76. 247-50 N '25
Postmaster tells how to increase direct-mail returns. L Anson Ptr Ink 126:3-4+ Ja 10 '24
Printed salesmanship—how it works H K Dirlam. il Ptg Art 44:49-55 S '24
Printer's advertising campaign. E: C Sterry. Inland Ptr 73 406-8 Je '24
Retailer investigates localized direct-mail campaigns A. H. Van Voris Ptr Ink 130 136+ F 19 '25
Sales increase when Jewett refrigerator charges dealers for direct mail il Sales Management 8 895-8 Je 13 '25
Science of marketing by mail. H J. Buckley. Forbes 13 391-2, 511-12+ Ja 5, F 2 '24
Selling by mail saves business when traditional selling methods failed. Ptr Ink M 8 55 Ap '24
Selling your next-door neighbors. C: A. Bates. Ptg Art 44·551-4 F '25
Should the printer adopt advertising's unloved stepchild? L K. Davis Ptg Art 43·49-55, 152-8, 254-60 Mr-My '24
Sidetracking dealer resistance for jobbers' salesmen, Lupton auto parts storage. Ptr Ink 126·137-8 F 7 '24
Sky's the printers' limit. C: A. Bates. Ptg Art 44:447-9 Ja '25
Slide rule copy vs human interest in direct mail. D H Colcord. il Sales Management 7:1783-4+ N '24
Specific duties of successful printed salesmen N M. Sweet Ptg Art 44:261-3 N '24
This unique direct-mail campaign solved a common problem. H L Nagel. Ptr Ink 132: 104+ Ag 27 '25
Three direct-by-mail ideas that sell merchandise. J: T. Bartlett. J Elec 51·419 D 1 '23
Three-legged stool of selling. C· A. Bates. Ptd Salesmanship 45:349-52 Je '25
Through the dealers' spectacles with direct mail D. M Hubbard. il Ptr Ink M 8.67-8 My '24
Tone down the shout in direct-mail. R: Surrey. Ptr Ink 130:129-31 Ja 29 '25
Two-cent stamp gains favor under new postage rates Ptr Ink 133:17-18 O 1 '25
Unaddressed mail can be sent through Canada. J: L. Love. Ptr Ink 130:49-50+ Ja 8 '25

ADVERTISING, Mail—*Continued*
Van Voris checks on direct-mail advertising. A. H. Van Voris. il Ptr Ink M 8:31-2+ Je '24
Wasting stamps and life stuff. A. G. Atlin. Ptg Art 44:577-9 F '25
What is the most serious problem in advertising? C. A. Bates. Ptd Salesmanship 45 555-7 Ag '25
What of tomorrow? C: R. Wiers. Ptd Salesmanship 46:263-4 N '25
What sort of postage brings the biggest returns? chart Sales Management 9.101 Jl 25 '25
What to expect from direct mail advertising D. H. Colcord. Sales Management 6:687-8+ Mr '24
When you start out to sell your service R. E. Ramsay. Inland Ptr 74 237-40 N '24
Who has the right to produce and sell direct-mail advertising? C. E Fisher. Inland Ptr 76·262-4 N '25
Whom shall the printer first approach? C: A. Bates Ptg Art 44·247-9 N '24
Why Brown's direct-mail advertising sold goods, while Smith's did not. F. H. Williams. Ptg Art 44:357-60 D '24
Will you call in your postage stamp salesmen? D· H Colcord Sales Management 8 237-8+ F 7 '25
World's greatest salesman N. M Sweet il Ptg Art 44·56-60 S '24

See also Advertisements—Books and booklets; Advertising—Inquiries, Advertising, Direct, Catalogs, Follow-up systems, Mail order business; Mailing lists; Order blanks; Printing trade—Advertising service, Sales letters; *also* Direct mail advertising association

Inquiries

How long does it pay to follow up inquiries? Van Kannel revolving door co R. L Blanchard. Ptr Ink M 10·50+ My '25

Records

How we chart returns from our direct-mail advertising. R L. Blanchard il Ptr Ink M 10.30-2+ Ap '25

Testing

How we test our mail campaigns as we go along J· C. Sweeney. Sales Management 6·389-90 Ja '24
Test mail campaign that averaged 50 per cent returns Ptr Ink 132 132+ S 3 '25

ADVERTISING, Municipal. See Municipal advertising

ADVERTISING, National
Advertising that has taught consumers better buying habits; furniture industry. L. S. Arthur. Ptr Ink M 7·23-4+ D '23
Are retailers unable to appreciate real purpose of advertising? W: L. Day Sales Management 7:1423-4 Ag '24
Dealer tells why some advertisers are "in Dutch" with him G T Kernahan Sales Management 7:1507-8+ S '24
Dealer who is afraid of national advertising J R Sprague Ptr Ink M 7 17-18+ D '23
Federal trade commission strives to understand advertising; complaints against three advertising and publishing organizations. Ptr Ink 130:17-20+ Ja 1 '25
Flash of red that won national distribution for Jantzen Sales Management 7.1737-8 N '24
How we got away from price bickering in selling. F. R. Plumb. Sales Management 6· 529-30+ F '24
Iron Clad's reward for consistency in advertising. R. J. Klaiber. Ptr Ink 128.148+ S 25 '24
Is mass buying becoming an actual menace? more and better advertising will ward it off. Ptr Ink 130:49-50+ Ja 22 '25
Magnifying the infusoria of industry. A Belden Ptr Ink 127·41-2+ Je 5 '24
Manufacturer's or dealer's name—which counts most? A. Osborn. Ptr Ink 128:3-4+ S 25 '24
National advertising. W. Chester. Gas Age 55: 878 Je 20 '25
National advertising makes debut in gas industry J. R. Jennings. Gas Age 56:159-60 Ag 1 '25
No national distribution without advertising. R. R. Clark Ptr Ink 130:52 F 26 '25
Opportunity knocks at the door—advertising sells it, a five-year drive by the Wheeler, Osgood co Ptr Ink 126:17-19 Mr 20 '24
Prices slightly higher beyond the Rockies. H. A Haring. Ptr Ink 132:97-8+ S 10 '25
Retail advertising that capitalizes on national advertising. Ptr Ink M 9:72+ Ag '24
Saunders Norvell defines his stand on national advertising. Sales Management 6·379-80 Ja '24
Small industries marking time for need of marketing ability. il Sales Management 8: 659-60+ My 2 '25
What does the jobber think of national advertising? C B Larrabee Ptr Ink M 9 31-2+ O '24
What happened to private brands when the slump came R B Simpson. Sales Management 7 1512+ S '24
What many critics of advertising fail to understand C Bold. Sales Management 6:639-40 Mr '24
What national advertising has done for retailers. J. R Sprague Ptr Ink M 10.19-20+ Ja '25
Why national advertisers are "in Dutch" with some retailers. Sales Management 7:1211-12+ Jl '24
Why national advertising pays. J. S Sleeper Brick & Clay Rec 65 604-6 O 28 '24
Why we began advertising after a century of selling E V Connett. Sales Management 7 1711-12 N '24
Why we stopped advertising; created competition Ptr Ink 131 104+ Je 25 '25

See also Association of national advertisers

ADVERTISING, Outdoor
Outside view of outdoor advertising il Dom Eng 106 17-19 F 9 '24

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ADVERTISING, Political
Advertising made keystone of a political campaign B. A Grimes Ptr Ink 132·42+ S 3 '25

ADVERTISING, Professional. See Professional advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of
Day of the data book in selling J. H. Collins. Ptr Ink 127·117-18+ Je 19 '24
How one newspaper secured farm sales advertising N J. Radder il plan Inland Ptr 73.433-5 Je '24
How to deal with the "me-too" advertising solicitor Ptr Ink 127·17-18 Ap 3 '24
Imaginary solicitation from an imaginary agency. W· Feather. Sales Management 8 613-14+ Ap 18 '25
Plan to build up your national advertising G. L. Caswell Inland Ptr 75 269-70 My '25
Space pedler, dope pedler and digger J. H Collins Ptr Ink 128·49-50+ Jl 3 '24

See also Printing trade—Advertising service

ADVERTISING, Trade union
Labor takes a leaf from business. C. M. Wright Ptr Ink 133 10+ O 15 '25
Union miners advertise to create jobs. Ptr Ink 129:33-4+ D 11 '24

ADVERTISING agencies
Accounts I have refused and why J H Collins Ptr Ink 126 3-4+ Mr 13, 33-4+ Mr 20· 121-2+ Mr 27 '24
Advertisers will gain if agents and business papers co-operate. M. L. Wilson. Ptr Ink 131.140+ My 28 '25
Advertising agent must show more assets. Ptr Ink 131:81+ Ap 30 '25

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High pressure selling methods are the earmarks of questionable securities. K. Barnard. Ptr Ink 126 115-16+ Mr 6 '24
"I'll print it and shame the fools." J. B. Gray. Ptg Art 44 563-4 F '25
Is advertising ethical when it runs counter to the spirit of the prohibition amendment? W. L. Larned. Ptr Ink 126.33-4+ F 7 '24
Is it ethical to point out weaknesses of competitors? W. B. Leach Ptr Ink 127:137-8+ Je 26 '24
Keeping Montgomery Ward's copy within bounds of truth T. F. Merseles. Ptr Ink 128:108+ Jl 31 '24
Machinery of organized truth-in-advertising work. Ptr Ink 129:120+ D 25 '24
Misdescription in the textile trades. A E Garrett Textile Inst J 15:P515-21 O '24
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Shall advertising walk in stocking feet or hob-nailed boots? R Giles. Ptr Ink 127 17-20 Ap 10 '24
Some legal tricks of trade pirates in infringement suits Sales Management 8:877-8 Je 13 '25
These rules will help Detroit advertisers tell truth Ptr Ink 132 141-2 S 10 '25
This government report discusses misleading advertising Ptr Ink 132 153-4+ Jl 23 '25
Truth-in-advertising movement as it affects the wealth-producing factors in the community H J Donnelly, jr Ann Am Acad 115:161-73 S '24
What are high pressure methods in security selling? W E Severance Ptr Ink 126.111-12 Mr 6 '24
When scientists split hairs advertisers should run J A Murphy. Ptr Ink 133 85-6 O 1 '25

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ADVERTISING literature
Advertising literature in the library. Special Lib 16 23 Ja '25

ADVERTISING managers
Advertising manager—sales manager—marketing manager. J: Sullivan. Ptr Ink 126:61-2+ Mr 6 '24
Advertising manager sits for his picture. Ptr Ink 131:137-8+ Ap 16 '25
Picture of two efficient managers A P Hallmark Ptr Ink 132 85-6+ Jl 23 '25
Up or out? when the advertising manager outgrows his job Sales Management 9.147-8 Ag 8 '25
Why advertising managers get other titles. Ptr Ink 129:132 D 18 '24
Why not a consumer sales manager? A. Stuart Ptr Ink 132.146+ S 24 '25
Worth of an advertising manager depends on himself. Sales Management 6 782-4 Ap '24

Salaries

What is a fair average salary for an advertising manager? Sales Management 6:781-2 Ap '24

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Advertising tests. Special Lib 16:230-1 Jl '25
Agencies plan marketing research on a national scale Ptr Ink 129 70+ O 23 '24
Blackmail advertising. Ptr Ink 127:33-4+ My 29 '24
British advertising media for American advertisers Sales Management 8 120-1+ sec 2 Ja 10 '25
Cut out the waste in space buying; closer cooperation between the agency research department, the account executive and the space buyer R Crothers Ptr Ink 127 133-4+ Ap 17 '24
Envelope—another overlooked advertising asset C. B. Larrabee. il Ptr Ink M 10:27-9 Ap '25
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How to handle a hold-up advertising request. Ptr Ink 126.74 Mr 6 '24
Leaks in banking—how to stop them, by cutting out worthless advertising W. R. Morehouse Am Bankers Assn J 16 638-9+ Ap '24
Polite blackmail is politely stopped in Cleveland Ptr Ink 131 10+ Je 18 '25
Quality or quantity circulation D. D Patterson. Inland Ptr 74.214-15 N '24
Shall we readjust the blindfold which the Audit bureau has stripped off? C. Bold. Sales Management 7:1601-2 O '24
Some light on the hazy subject of thin circulation C. Bold Sales Management 6.787-8 Ap '24
What rate cards and circulation statements fail to show C. Bold, pseud Sales Management 6:397-8 Ja '24
Why not start an advertising sheet in your town? J A Dixon. Ptg Art 43 331-5 Je '24
Why, oh why, donate to charity and charge it to advertising? C. Bold Sales Management 9:23+ Jl 11 '25

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Talking to the younger generation in its own language. il Ptg Art 43 529-37 Ag '24

College journals

On the campus of college advertising Ptd Salesmanship 45:249-54 My '25

Farm journals

Farm-paper advertisements that get attention —and why R G Gardner Ptd Salesmanship 45 259-61 My '25
Farm publishers lay plans for market development, adopt code of ethics. Ptr Ink 129 113-14+ O 23 '24
New, obvious and worth-while idea for farm-paper copy A. E Haase. Ptr Ink M 11:29-30+ Ag '25

Menus

Menu—a neglected advertising vehicle. F. D Rotellini Ptg Art 43 39-41 Mr '24

Motor trucks

Overlooked advertising idea. R. C. Rockafellow. il Ptr Ink M 9.67 Jl '24

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Strategy of the silver sheet. Ptg Art 44:565-71 F '25

Music trade journals

Advertising instrumentalists of the music-trades field Ptg Art 45:49-55 Mr '25

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Breaking a deadlocked market with newspaper advertising. J. True. Ptr Ink 128.156+ Jl 24 '24
Checking department—a frequently overlooked source of sales ideas. R. Cole. Ptr Ink 130 3-4+ Mr 5 '25
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How American Radiator picked 600 newspapers for sales drive. J. M. Mosely. Sales Management 6 428 Ja '24
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Newspaper code of ethics adopted as aid to business. Ptr Ink 127:53-4+ Je 19 '24
Newspaper convention seen through the advertiser's eye. Ptr Ink 127.113-14+ My 1 '24
Safeguarding illustrations from recent rules against heavy blacks Ptr Ink 127 61-2+ Je 5 '24
Too many newspaper advertisers? J. Calvin Ptr Ink 133:17-20 O 29 '25
Utilities to spend eleven million on advertising W P. Strandborg. Gas Age 53 823-6 Je 14 '24

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Buying power of periodical readers is being charted Ptr Ink 131 81-2+ My 14 '25
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Launching the motor-boat magazine campaign il Ptg Art 43 241-9 My '24
Outdoor sports magazine. il Ptg Art 42 535-47 F '24
Question of ethics, advertising in architectural journals C H Blackall. il Am Arch 125.21-2 Ja 2 '24
Radio magazines Ptg Art 43 31-8 Mr '24
Teeing off from the golf audience il Ptg Art 43 340-7 Je '24
Volume of advertising in monthly magazines. Ptr Ink 130,197+ Ja 8 '25 [continued monthly]

Postage stamps

Advertising on stamps il Ptr Ink M 10 78 F '25

Programs

Quality can be improved without increasing cost J. L Frazier Inland Ptr 76.241-2 N '25
Tying up advertising. Am Gas J 121 635+ Jl 12 '24

Radio broadcasting

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Trade journals

Advertisers will gain if agents and business papers co-operate M L Wilson. Ptr Ink 131 140+ My 28 '25
Automotive trade journals in high on the upgrade il Ptg Art 44 155-61 O '24
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How to judge a business paper P T Cherington Ptr Ink 133.93-4+ O 15 '25
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Some flies in the standardization cream jug. C Bold Sales Management 8 533+ Ap 4 '25
Story-tellers' club in business-paper advertising. W L. Larned Ptr Ink M 8:35+ Mr '24
Trade copy gets display for Williams shaving products Ptr Ink 129.196+ O 16 '24
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When advertising's theme is the home beautiful. il Ptg Art 44:37-43 S '24
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Advertising man of 1923. H Eckhardt. Ptr Ink 128 77-8+ S 18 '24
Wanted, a copy salesman A. Bradbury. Ptr Ink 131.93+ Je 25 '25
What manner of man is this advertising person? G. Kinney. Ptr Ink 125:105-6 N 15 '23

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Armco makes a friendly appeal with advertising specialties. B Chapple Ptr Ink 131: 141-2 My 14 '25
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A company sends its first factory on the road, the Ipswich hosiery shop. B. A. Grimes. Ptr Ink M 10 88+ Je '25

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ADVERTISING policies
Bassick advertises advertising to all distributors R McDaniel. Ptr Ink 130:33-4+ Ja 8 '25
Branch manager tells his company how to advertise J. Calvin. Ptr Ink 133.41-2+ N 5 '25
Business as usual. D. Gridley Ptr Ink 128: 33-4+ Jl 24 '24
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Fourth great period of selling H. R. Wellman Sales Management 8 13-14+ Ja 10 '25
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Modesty is the best policy A Stote Ptr Ink M 10 70+ F '25
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Pitfalls that yawn before the unwary advertiser R Giles Ptr Ink 133 3-4+ O 8 '25
Should the advertising precede or follow distribution? W J Reilly. map Sales Management 7:1245-6 Jl '24
They multiplied their industrial inquiries twenty-five fold H Chandler Ptr Ink 131: 17-20 Je 18 '25
To make advertising perform its maximum service; get real story, then stick. Ptr Ink 128 107-8 Ag 21 '24
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Barton, Durstine & Osborn, inc M L. Alexander Special Lib 16.264-7 O '25
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Uncle Sam again gives advertising his approval; results of a survey covering the advertising of branded butter in Washington. Ptr Ink 133.81-2+ N 5 '25
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AERIAL fish patrol. See Fish patrol, Aerial

AERIAL maps. See Mapping, Aerial, Surveying, Aerial

AERIAL photography. See Photography, Aerial

AERIAL surveying. See Surveying, Aerial

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Rising tide of crime dealt with at convention. Comm & Fin Chr 119:415-16 Jl 26 '24

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Annual convention, 36th, Hot Springs, Va., June 9-11. Power 59 1011-12 Je 17 '24
Annual convention, 37th, Glen Springs, Watkins Glen, N.Y., June 1-3. Power 61:922 Je 9 '25,

AMERICAN brake shoe and foundry company
American brake shoe & foundry co. common stock. Moody's Inv Serv 16:288 Jl 24 '24

AMERICAN Brown-Boveri electric corporation
Brown-Boveri arrangements completed Elec W 86:770-1 O 10 '25, Elec Ry J 66 660 O 10 '25

AMERICAN can company
Outlook for American can analyses favorably. A. Motelle. Annalist 25:382-3 Mr 16 '25
Small industrial plant generates current at low cost; combined heating and generating. il Power 60:754-6 N 11 '24

AMERICAN car and foundry company
Annual report, 25th, for fiscal year ending April 30, 1924. Comm & Fin Chr 118.3213 Je 28 '24
Annual report, 26th, for the year ending April 30, 1925. Comm & Fin Chr 120.3328 Je 27 '25

AMERICAN cast iron pipe company
Industrial democracy in a foundry, the plan devised by John J. Eagan for American cast iron pipe co. P. A. Ivy. Iron Age 115: 1785-6 Je 18 '25; Same. Munic & Co Eng 68:325-8 Je '25

AMERICAN ceramic institute (proposed)
Ceramic institute should be a federation of several specific institutes R D Landrum. Am Cer Soc J (Bul) 7 398-9 O '24

AMERICAN ceramic society
Annual meeting, Atlantic City, Feb. 4-7. Chem & Met Eng 30:266-70 F 18 '24; Iron Tr R 74 493-4 F 14 '24; Brick & Clay Rec 64: 261-9 F 19 '24; Iron Age 113.596-7, 652 F 21-28 '24
Annual meeting, 27th, Columbus, Ohio, Feb. 16-24 Brick & Clay Rec 66:344-56 Mr 3 '25; Iron Age 115:612-14 F 26 '25; Iron Tr R 76 601 F 26 '25
Presidential address—1922 F. H. Riddle. Am Cer Soc J (Bul) 8:44-51 F '25
Presidential address—1923 A. F Greaves-Walker Am Cer Soc J (Bul) 8:51-6 F '25
Some of the 1923 workers Am Cer Soc J (Bul) 7 11-44 Ja '24

AMERICAN chemical society
Abstracts of papers read before gas and fuel section of American chemical society convention Am Gas J 121:1158 N 8 '24
Classified membership in the A.C.S. F: C Nonamaker. Chem Age 32 68 F '24
Meeting, 67th, Washington, D.C., April 21-24 Chem and Met Eng 30:658-61 Ap 28 '24, Gas Age 53 605-6 My 3 '24
Meeting, 68th, Ithaca, Sept 8-13. Oil Paint & Drug Rep 106:19+ S 15, 20+ S 22 '24; Blast F & Steel Pl 12 440, 483 S-O '24; Chem & Met Eng 31 452-6 S 22 '24
Meeting, 69th, Baltimore, April 6-10. Oil Paint & Drug Rep 107:22+ Ap 13 '25; Manuf Rec 87 73 Ap 9; 79-80 Ap 16 '25
Meeting, 70th, Los Angeles, Aug 3-7 Chem & Met Eng 32 713-14, 753-4 Ag-S '25, Gas Age 56 174 Ag 8 '25
Prospects and retrospects L H. Baekeland Ind & Eng Chem 16 1077-9 O '24
Review of important papers presented before seven of the divisions of the A. C. S in Washington Chem & Met Eng 30 707-14 My 5 '24

Dye division
Abstracts of papers presented before the Dye division of American chemical society meeting, Washington, April 21-26 Color Tr J 14:151-7 My '24; Am Dyestuff Rep 13:290+ My 5 '24
Abstracts of papers presented before the Dye division of American chemical society meeting, Baltimore, April 6-10 Am Dyestuff Rep 14 261-3 Ap 20 '25; Color Tr J 16:132-3 My '25

Petroleum division
Petroleum division meeting, Ithaca Nat Pet N 16 38-9 S 17 '24; Pet Age 14 16-17+ S 1 '24

Rubber division
Meeting, 69th, Baltimore, April 6-10. India Rubber W 72:474-5 My '25

AMERICAN concrete institute
Annual convention, 20th, Chicago, Feb 25-28. Concrete 24 113-19 Mr '24; Eng N 92:419-20 Mr 6 '24
Annual meeting, 21st, Chicago, Feb 24-27. Eng N 94:409-10+ Mr 5 '25; Concrete 26: 81-3+ Mr '25
List of members. Am Concrete Inst Pro 21: 622-72 '25

AMERICAN construction council
Annual meeting, 3d, New York, Oct. 2-3. Eng N 93:605 O 9 '24

AMERICAN construction council—*Continued*
Annual meeting, 3d, New York city, October 2-3. D. K. Boyd. Am Inst Arch J 12:488-9 N '24
Construction council policy. Can Eng 45:544 D 4 '23
Joint committee formed by construction and railway representatives. Ry R 76.1031-2 Je 6 '25
Statement issued through council's president, F. D. Roosevelt. Arch Forum 41:67-8 Jl '24

AMERICAN cotton manufacturers' association
Address and reports at 29th annual convention, New Orleans, April 10-11. Textile World 67:2694+ Ap 18 '25
Annual convention, 28th, Atlantic City, May 26-27. Textile World 65.3557-8+ My 31 '24; Manuf Rec 85.73-7 My 29 '24
Annual convention, 29th, New Orleans, April 10-11. Manuf Rec 87·70-5 Ap 16 '25; Textile World 67.2665+ Ap 18 '25; Comm & Fin Chr 120:1962-3 Ap 18 '25
Committee reports at A C.M.A. convention. Textile World 65 3580+ My 31 '24

AMERICAN cotton oil company
Discussion of American cotton oil 5s, 1931. Moody's Inv Serv 16·359 S 25 '24

AMERICAN cotton shippers' association
Annual convention, 1st, New York, March 27-28. Comm & Fin 14:607 Ap 1 '25

AMERICAN drug manufacturers' association
Annual convention, 13th, New York, April 7-10. Oil Paint & Drug Rep 105:44c-f Ap 14 '24
Annual convention, 14th, New York, April 20-23. Oil Paint & Drug Rep 107:21-2+ Ap 27 '25
Annual meeting, Washington, Dec. 6 Oil Paint & Drug Rep 104:44c D 17 '23

AMERICAN electric power company
Annual report, 25th, 1923. Comm & Fin Chr 118·1282-3 Mr 15 '24

AMERICAN electric railway accountants' association
Annual convention, 27th, Atlantic City, Oct. 4-7. Elec Ry J 64.697-703 O 18 '24
Annual convention, 28th, Atlantic City, Oct 5-8 Elec Ry J 66 697-703 O 17 '25

AMERICAN electric railway association
Annual convention, Atlantic City, Oct. 6-11 Elec Ry J 64:583-633 O 11 '24, Bus Transportation 3:501-7 N '24
Annual meeting, 44th, Atlantic City, Oct 5-9. Elec Ry J 66 578-620 O 10 '25; Bus Transportation 4 547-52 N '25
Broadening the American electric railway association's work J. N. Shannahan. Elec Ry J 65:547-8 Ap 4 '25
Committee appointments for 1924-1925. Elec Ry J 64:918-19 N 29 '24
Managing director appointed for American association; Lucius S. Storrs. Elec Ry J 65: 285 F 21 '25
Mid-year meeting, St Louis, March 4. Elec Ry J 63·363-86 Mr 8 '24
Midyear meeting, Washington, D C., Feb. 16-17. Elec Ry J 65·286-303 F 21 '25; Bus Transportation 4·141-5 Mr '25
Motor bus activities of the American electric railway association. J. W. Welsh. Bus Transportation 4:72-3 F '25
New name for the American association discussed. H. L. Brown. Elec Ry J 65:416 Mr 14 '25
Report of executive secretary of activity and accomplishments during the year. Aera 13. 458-86 O '24
Report of the executive secretary of the activities during the year. Aera 14:468-97 O '25
Year's work reviewed. B. I. Budd. Elec Ry J 64:579-80 O 11 '24; Same. Aera 13:335-9 O '24

Metropolitan section

Organization meeting of the Metropolitan section, New York city, Sept. 23. Aera 13: 736-42 N '24; Elec Ry J 64:558-9 O 4 '24

AMERICAN electric railway claims association
Annual meeting, Atlantic City, Oct. 6-10. Elec Ry J 64:683-96 O 18 '24
Annual convention, 44th, Atlantic City, Oct. 5-8. Elec Ry J 66·685-96 O 17 '25

AMERICAN electric railway engineering association
Annual convention, 43d, Atlantic City, Oct. 6-11. Elec Ry J 64.634-52 O 11 '24
Annual convention, 44th, Atlantic City, Oct. 5-8 Elec Ry J 66·621-36 O 10 '25
Committee appointments for 1924-1925. Elec Ry J 64:918-21 N 29 '24

AMERICAN electric railway transportation and traffic association
Annual convention, Atlantic City, Oct. 6-10. Elec Ry J 64.653-64 O 11 '24
Annual convention, Atlantic City, Oct. 5-9. Elec Ry J 66 637-53 O 10 '25

AMERICAN electrochemical society
Annual meeting, 45th, Philadelphia, April 24-26. Chem & Met Eng 30·699-702 My 5 '24, Iron Age 113:1283+ My 1 '24; Metal Ind 22: 181-3 My '24
Annual meeting, 46th, Detroit, Oct. 2-4. Iron Age 114 913-14, 959-62 O 9 '24; Chem & Met Eng 31:583-8 O 13 '24
Annual meeting, 47th, Niagara Falls, April 23-25. Iron Age 115:1258-9 Ap 30 '25; Chem & Met Eng 32:495-7 My '25; Brass W 21: 168 My '25
Annual meeting, 48th, Chattanooga, Sept. 24-26. Oil Paint & Drug Rep 108 22 S 28 '25; Brass W 21.314-16 S '25, Chem & Met Eng 32 788-90 O '25; Iron Age 116 907-8 O 1 '25, Manuf Rec 88 69-70 O 8 '25; Metal Ind 23 417 O '25

AMERICAN electroplaters' society
Annual convention, 12th, Milwaukee, June 30-July 3. Metal Ind 22:223-7, 265-8 Je-Jl '24; Brass W 20·193-6, 225-31 Je-Jl '24
Annual convention, 13th, Montreal, Canada, June 29-July 2. Brass W 21 197-201, 223-8 Je-Jl '25, Metal Ind 23 221-5, 267-71 Je-Jl '25
Short history of the American electroplaters' society. O E Servis Metal Ind 22 227-8 Je '24

AMERICAN engineering council (formerly Federated American engineering societies)
Aeronautic research to be undertaken by American engineering council Mech Eng 47:518 Je '25
American engineering council B. L. Brown. Eng N 92 376 F 28 '24
American engineering council changes G S. Williams. Elec W 83:397 F 23 '24
Boston engineers to withdraw from Engineering council. Eng N 92 543 Mr 27 '24
Engineering council alters names at annual meeting. Elec W 83:154 Ja 19 '24, Eng N 92 129 Ja 17 '24
Industrial management and the American engineering council. L W. Wallace. Ann Am Acad 119:127-33 My '25
Organization plan. Blast F & Steel Pl 12: 149 Mr '24; Excerpt. Am Mach 60.308b F 21 '24

AMERICAN engineering standards committee
Advisory committee on standardization. Mech Eng 47:385 My '25
American engineering standards committee reports Ry R 77:137 Jl 25 '25
A. E S. C. reports standardization progress. Safety Eng 48:195-8 N '24
Cooperative relations between A E S.C. and sponsors. Mech Eng 47:769-70 S '25
Report, 1924 Monthly Labor R 19.708-9 S '24
Report, 1925. Monthly Labor R 21 668-70 S '25
Simplification: achievement and promise. P. G. Agnew. Factory 34:26-7 Ja '25

AMERICAN express company
H. K. Brooks—a pathfinder in advertising. E: Hungerford. Ptr Ink M 8:32-3+ Ja '24

AMERICAN face brick association
Annual convention, Hot Springs, Va., Dec. 2-4. Brick & Clay Rec 65:822-5 D 9 '24
Making a better face brick industry. B. W. Ballou. Brick & Clay Rec 65:904-5 D 23 '24

AMERICAN federation of labor
American federation of labor denounces communist philosophy, rejects proposal to form labor party. Comm & Fin Chr 121 1997-8 O 24 '25
American federation of labor finds Republican and Democratic presidential candidates unacceptable to labor—endorses R. M. La Follette and B. K. Wheeler. Comm & Fin Chr 119:907-10 Ag 23 '24
Analysis of A.F. of L. convention. N. Sargent. Am Ind 24:31-2 N '23
Annual convention, El Paso, November 17-25. Am Ind 25:25 D '24; Monthly Labor R 20.414-17 F '25
Annual meeting, 43d, Portland, Oregon, Oct. 1-12. Monthly Labor R 17·1397-9 D '23
New labor declaration Nat City Bank p 191-5 N '25
Organized labor looks up; last message of Samuel Gompers. M: Wool. Forbes 15: 393-4 Ja 1 '25

AMERICAN foreign insurance association
American foreign insurance association H. P. Moore. Spectator 113:50-1 sec 2 Jl 17 '24

AMERICAN foundrymen's association
Annual convention, 29th, Syracuse, Oct 5-9 Iron Age 116.1034-47 O 15 '25, Am Mach 63 642-3 O 15 '25, Brass W 21 339-43 O '25, Iron Tr R 77 999-1003 O 15 '25, Metal Ind 23 397-408 O '25; Foundry 53 856-88 N 1 '25
List of exhibitors with products shown at 29th annual convention, Syracuse Iron Age 116.810+ S 24 '25, Iron Tr R 77 805-7+ O 1 '25
1924 meeting of the A.F.A. and the Institute of metals division, A.I.M.E., Milwaukee, Wis., Oct. 11-16. Foundry 52:758-61+, 837-45 O 1, N 1 '24; Am Mach 61 674b-c O 23 '24, Iron Age 114:1053-9, 1104-9 O 23 '24; Iron Tr R 75:1099-1105 O 23 '24; Metal Ind 22·389-94, 433-7 O-N '24; Brass W 20 369-75 N '24

AMERICAN fruit and vegetable shippers' association
Fruit and vegetable shippers favor carriers at 6th annual meeting held at Chicago, Jan 5-8 Ry Age 76·253-4 Ja 19 '24

AMERICAN furniture mart, Chicago
Office and exhibition building for furniture industry. il diags plan Eng N 93.1033-7 D 25 '24

AMERICAN gas and electric company
Utility is developing a huge interconnected system P. W. Garrett. map Elec W 84: 1290+ D 13 '24

AMERICAN gas association
A. G. A. holds first board meeting of fiscal year Am Gas J 119:641+ D 15 '23
Annual convention, 6th, Atlantic City, N.J., Oct. 13-16 Dom Eng 109:47-8 O 25 '21, Gas Age 54:545-52 O 18 '24, Blast F & Steel Pl 12·490-2+ N '24, Chem & Met Eng 31·703-6 N 3 '24; Gas J (Lond) 168·293-4, 361-2 O 29-N 5 '24
Annual convention, 7th, Atlantic City, Oct 12-16 Gas Age 56 323-6, 591-618 S 5, O 24 '25; Am Gas J 123 461-8, 470-6 O 17 '25
Commercial section 2d annual sales conference, Lake Mohonk, N.Y. J. R. Jennings. Gas Age 55·817-18 Je 6 '25
The inside story of the American gas association. C. W. Person il Pub Serv Management 39 103-7 O '25
Mid-winter conference, San Francisco, Jan. 27 Am Gas J 122:113-15 F 7 '25; Gas Age 55:182-3+ F 7 '25
Notes from the papers and reports at Atlantic City convention, Oct. 14-18 Gas J (Lond) 164·524-5, 718-19; 165:35-6, 86, 204-5 N 21, D 12 '23, Ja 2-9, 23 '24

AMERICAN gear manufacturers' association
Annual meeting, 8th, Buffalo, N.Y., April 28-30. Mach 30:685-6 My '24; Am Mach 60·716a-b My 8 '24; Automotive Ind 50 1027-34 My 8 '24; Iron Age 113·1365-7+ My 8 '24, Iron Tr R 74:1247-9 My 8 '24
Annual meeting, 9th, Pittsburgh, May 6-9. Am Mach 62.792a-b My 14 '25; Automotive Ind 52:853-7 My 14 '25; Iron Age 115:1435-9 My 14 '25; Iron Tr R 76:1292-3+ My 14 '25; Mach 31:779-81 Je '25
Semi-annual meeting, Briarcliff Manor, N.Y., Oct. 16-18. Am Mach 61:674a-b O 23 '24; Iron Tr R 75.1108-10 O 23 '24; Mach 31:193-4 N '24
Semi-annual meeting, West Baden, Ind., Oct. 1-3 Am Mach 63·604b-c O 8 '25; Automotive Ind 53 624-7 O 8 '25; Iron Age 116.975-8 O 8 '25, Iron Tr R 77·935-6 O 8 '25; Mach 32 194-7 N '25

AMERICAN grocery specialty manufacturers association
Big advertisers review distribution developments Ptr Ink 129:103-4+ N 27 '24

AMERICAN ice company
American ice co. convertible 7s, 1939. Moody's Inv Serv 17:156 My 7 '25

AMERICAN institute of accountants
Report of the president of the American institute of accountants. E. E. Gore. J Account 38·321-6 N '24
Report of the president J: B. Niven. J Account 40 241-7 O '25

AMERICAN institute of actuaries
American institute of actuaries. P. H. Evans. Spectator 113.67 sec 2 Jl 17 '24
Joint actuarial meeting. T: J. V. Cullen. Spectator 113:3-4+ N 13 '24

AMERICAN institute of architects
Annual convention, 57th, Washington, D.C., May 21-23 Am Arch 125:507-22 Je 4 '24; Arch Rec 56:89-92 Jl '24; Arch Forum 41: 44 Jl '24; Same. Eng & Contr (Bldgs) 62: 219-20 Jl 23 '24
Annual convention, 58th, New York, April 20-24 Am Arch 127:401-14, 443 My 6-20 '25; Am Inst Arch J 13:177-87 My '25; Arch Forum 42 277-82 My '25
Conventions, past and future. G. L. Kaufman. Am Inst Arch J 13·213-16 Je '25
Early chapter in Institute history H. B. Upjohn Am Inst Arch J 13·264-6 Jl '25
Noctes Manhattanenses; impression of the fifty-eighth annual convention. H. G. Ripley. Arch Rec 57·485-90 Je '25
Proposed new building of the Institute at Washington. plans Am Inst Arch J 12:406-8 S '24
See also Washington, D.C.—Octagon House

Pittsburgh chapter
Portfolio; selection of the best work of the Pittsburgh chapter of the American institute of architects Arch Rec 58·233-64 S '25

Regional conferences
Locality and humility, the first regional conference of the sixth district C: H. Whitaker Am Inst Arch J 11 417-19 N '23

Scientific research department
Scientific research department. N. M. Dunning Am Inst Arch J 13:130-2, 141-2 Ap '25

AMERICAN institute of banking
Annual convention, 23d, Kansas City, July 13-17 Am Bankers Assn J 18.91-2+ Ag '25; Bankers M 111 249-60 Ag '25
Glimpse into the future of A.I.B. S. I. Miller. il Burroughs Clearing House 8·10-11+ S '24
Student bankers convention; Baltimore meeting, July 15-18. Am Bankers Assn J 17:95-8+ Ag '24

AMERICAN institute of chemical engineers
Annual meeting, 16th, Washington, Dec. 5-8. Chem & Met Eng 29 1072, 1089-96 D 10-17 '23; Iron Tr R 73·1619-20 D 13 '23, Oil Paint & Drug Rep 104·20 D 10 '23; Ind & Eng Chem 16 94-5 Ja '24
Annual meeting, 17th, Pittsburgh, Dec. 3-6. Chem & Met Eng 31:925-9 D 15 '24; Oil Paint & Drug Rep 106:20+ D 15 '24
Chemical history told in correspondence; legality of private control of dissemination of public scientific information. Chem Age 32:1-5 Ja '24

AMERICAN institute of chemical engineers
—Continued
Officers and members for 1925 70p Polytechnic Institute, Brooklyn, N.Y '25
Semi-annual meeting, 16th, Denver, July 15-18. Chem & Met Eng 31:140-3 Jl 28 '24
Visit of the American institute of chemical engineers to England. J. W. Hinchley. Soc Chem Ind J (Chem & Ind) 44.789-91 Ag 7 '25

AMERICAN institute of chemists
American institute of chemists. Chem Age 32:69-72 F '24
American institute of chemists; its scope and methods M L Crossley. Chem & Met Eng 32·629-31 Jl '25
Meeting of the New York chapter, June 12. Chem Age 32:275-6 Je '24

AMERICAN institute of electrical engineers
A. I. E. E. and its work L. W. W Morrow Am Inst E E J 44:88-90 Ja '25
Annual convention, Chicago, June 23-27. Elec W 84:5-11 Jl 5 '24; Power Pl Eng 28:776-8 Jl 15 '24
Annual convention, Saratoga Springs, N Y., June 23-26 Elec W 85·1413; 86 11-20 Je 27-Jl 4 '25; Power 61·1045-7 Je 30 '25, Mech Eng 47:684-6 Ag '25
Fortieth anniversary celebration of the A I E. E., Philadelphia, Feb. 4. Am Inst E E J 43 265-76 Mr '24
Midwinter convention, 12th, Philadelphia, Feb 4-8 il Elec W 83 321-7 F 16 '24; Ry Age 76: 384-6 F 9 '24; Power Pl Eng 28 312-13 Mr 1 '24
Midwinter convention, 13th, New York, Feb 9-12 Power 61:278-9 F 17 '25; Elec W 85 391-400 F 21 '25
Pacific coast convention, 13th, Pasadena, Cal., Oct 13-17. Elec W 84.933-41 N 1 '24, J Elec 53:317-21 N 1 '24
Pacific coast convention, 14th, Seattle, Sept 15-19 Elec W 86·691-2 O 3 '25; J Elec 55 237-41 O 1 '25
Second regional convention of the Northeastern district, Swampscott, Mass., May 7-9. Elec W 85:1042 My 16 '25
Spring convention, 3d, Birmingham, Ala., April 7-12 Am Inst E E J 43 471-2 My '24 Elec W 83 761 8 Ap 19 '24
Spring convention, St Louis, April 13-17 Elec W 85 861-4 Ap 25 '25; Power 61·629-31 Ap 21 '25; Power Pl Eng 29·508-10 My 1 '25
Technical committee annual reports 1923-1924 diags Am Inst E E J 43:749-60, 839-57 966-79, 1083-90 Ag-N '24

AMERICAN institute of mining and metallurgical engineers
Annual field meeting Eng & Min J 118·630-3, 668-71 O 18-25 '24; Iron Tr R 75:1106-7 O 23 '24
Fall meeting of the Oil and gas division Casper A. J Hazlett Nat Pet N 17 43-4 S 2 '25
Impressions of the Institute meeting at Salt Lake City T A Rickard Eng & Min J 120·470-1 S 19 '25
Meeting, 129th, New York, Feb. 18-21 Coal Age 25:320-4 F 28 '24; Eng & Min J 117·331-5 F 23 '24; Oil Paint & Drug Rep 105 19+ F 25 '24
Meeting, 130th, Birmingham, Ala., October 7-17 E E. Burchard. Manuf Rec 86:59-63 O 30 '24
Meeting, 131st, New York, Feb 16-18. Eng & Min J 119·343-6 F 21 '25; Iron Age 115·619-20+ F 26 '25; Iron Tr R 76·599-601 F 26 '25; Coal Age 27·317-19 F 26 '25
Meeting, 132d, Salt Lake City, Aug 31-Sept 3. Eng & Min J 120·428-32 S 12 '25; Min Cong J 11·495 O '25
Mine engineers inspect big progress in Southland R. D. Hall il Coal Age 26·582-7 O 23 '24
Papers and discussions of the Iron and steel division. Iron Age 113 638-42 F 28 '24; Iron Tr R 74:617-18 F 28 '24
Symposium on oil problems at 131st meeting, New York, Feb. 16-18. Oil Paint & Drug Rep 107:20 F 23 '25

Institute of metals division
Institute of metals division annual meeting, New York, Feb. 18-20. Metal Ind 22:95-7 Mr '24
Institute of metals division annual meeting, New York, Feb 16-17. Iron Age 115:664-6 F 26 '25; Metal Ind 23:95-8 Mr '25
1924 meeting of the A.F.A. and the Institute of metals division, A.I M.E., Milwaukee, Wis., Oct 11-16. Metal Ind 22:389-94, 433-7 O-N '24; Iron Age 114:1065-6 O 23 '24

AMERICAN institute of steel construction
Annual convention, 2d, Pittsburgh, Jan. 23-24 Iron Tr R 74·363-4 Ja 31 '24; Iron Age 113·367-70 Ja 31 '24
Annual convention, 3d, French Lick, Ind., Nov. 13-15. Iron Tr R 75·1361-4 N 20 '24; Iron Age 114:1341-3 N 20 '24

AMERICAN international corporation
Report to the stockholders at the annual meeting, April 2, 1924 Comm & Fin Chr 118: 1422-3 Mr 22 '24
Report to the stockholders at the annual meeting, April 1, 1925. Comm & Fin Chr 120: 1482-3 Mr 21 '25

AMERICAN iron and steel institute
General meeting, 25th, New York, May 23 Iron Age 113·1557-60 My 29 '24; Iron Tr R 74 1416-17 My 29 '24
General meeting, 26th, New York, October. Iron Tr R 75 1639-40 D 18 '24
General meeting, 27th, New York, May 22 Am Mach 62·868c My 28 '25; Iron Age 115: 1551-8+ My 28 '25; Iron Tr R 76·1386 My 28 '25; Manuf Rec 87:71-2 My 28 '25
General meeting, 28th, New York, Oct 23 Iron Tr R 77 1084-90, 1120-1 O 29 '25

AMERICAN iron, steel and heavy hardware association
Annual convention, 15th, Rye, N Y, May 13-15 Iron Age 113 1517+ My 22 '24
Annual meeting, Detroit. Iron Age 115:1561-4 My 28 '25; Iron Tr R 76·1425-6 My 28 '25

AMERICAN life convention
American life convention. T: W. Blackburn. Spectator 113·39-40+ sec 2 Jl 17 '24
Meeting, New Orleans Spectator 113:3+, 7-9 O 23 '24

AMERICAN locomotive company
Recent appreciation in the price of shares. Moody's Inv Serv 17:88 Mr 12 '25

AMERICAN malleable castings association
Making a reputation for quality; American malleable castings association W: C Lyon. Nation's Business 12 64+ My '24

AMERICAN management association
Annual convention, New York, Jan. 28-30. Am Mach 62·256b F 5 '25; Iron Age 115·403+ F 5 '25; Iron Tr R 76:419-20 F 5 '25
Meeting, Cleveland, Nov. 13-14. Am Mach 61: 828a N 20 '24
Meeting, New York, Oct 15-16 Iron Age 116·1100-2+ O 22 '25; Iron Tr R 77.1062 O 22 '25
Work and program of the American management association W J. Donald. Ann Am Acad 119:140-2 My '25

AMERICAN merchant marine library association
Maintaining a merchant marine library service. C. W. Shattuck il Marine Eng 29:75-6 F '24

AMERICAN metal company, (ltd.)
American metal company. Eng & Min J 117: 389 Mr 1 '24

AMERICAN mining congress
Annual convention, 27th, Sacramento, Cal., Sept. 29-Oct 4 Min Cong J 10:381-5, 461-2, 501-18 S-N '24; Coal Age 26·547 O 16 '24; Eng & Min J 118 589-93, 658-9 O 11, 25 '24
Cincinnati meeting. il Coal Age 27:817-43 Je 4 '25
Program for Cincinnati meeting, May 25-29. Coal Age 27:744-6 My 21 '25
Program of annual meeting of Western division to be held at Chandler, Ariz., Nov. 16-19 Min Cong J 11:523-5+ N '25

AMERICAN mining congress—*Continued*
Purposes and achievements of the American mining congress H. W. Seaman. Min Cong J 10:497-500 N '24
Western division work covers constructive program. Min Cong J 11:510-13 N '25

AMERICAN motion picture corporation
Great work for national betterment. R: W. Edmonds. Manuf Rec 86:97-9 Ag 7 '24

AMERICAN museum of natural history, New York city
New wing, American museum of natural history, New York city. Arch & Bldg 57:37, pl 91-3 Ap '25

AMERICAN museum of safety, New York city
Museum of safety is re-opened. Am Mach 60. 160a Ja 24 '24
New York's safety museum A. A. Hopkins il Safety Eng 47.165-7 Ap '24

AMERICAN news company
American news building, New York city. Arch & Bldg 57.25-6+, pl 63-9 Mr '25; Same. Eng & Contr (Bldgs) 63.1137-44 My 27 '25

AMERICAN newspaper publishers' association
Newspaper convention seen through the advertiser's eye. Ptr Ink 127 113-14+ My 1 '24
Thomason re-elected and policies approved. Ptr Ink 131:84-5 Ap 30 '25

Bureau of advertising
Newspaper publishers get a report on advertising. Ptr Ink 131 41-2 Ap 23 '25

AMERICAN nokol company, Chicago
Annual convention, 2d, Chicago Heat & Ven 22:82-3 N '25

AMERICAN oil burner association
Annual convention, 1st, St Louis, April 1-3 Sheet Metal Worker 15:228-9 Ap 11 '24, Dom Eng 107 41-2+ Ap 12 '24, Nat Pet N 16:20-1 Ap 9 '24, Sanitary & Heat Eng 101:260-1 + Ap 18 '24; Heat & Ven 21 59-63 My '24
Annual convention, 2d, Chicago, April 1-3. Nat Pet N 17.29+ Ap 8 '25, Dom Eng 111:41+ Ap 11 '25; Iron Age 115:1063 Ap 9 '25; Sanitary & Heat Eng 103:276-7+ Ap 17 '25; Sheet Metal Worker 16:172-3+ Ap 10 '25, Heat & Ven 22 77-9 My '25

AMERICAN oil chemists society
Annual meeting, 16th, New Orleans, May 11-12. Oil Paint & Drug Rep 107:22+ My 18 '25
Organization for soap technologists H. J Morrison. Chem & Met Eng 32 19 Ja 5 '25

AMERICAN oil men's association
Annual convention, Kansas City, Mo Pet Age 15 25-6 Ap 1 '25, Nat Pet N 17.36-9 Mr 25 '25
Fall convention, Chicago, Oct 20-22 Nat Pet N 17 31 O 28 '25, Oil Paint & Drug Rep 108 21+ O 26 '25
Spring convention, Chicago. R. R Moore Pet Age 13.50-1+ Ap 1 '24

AMERICAN paper and pulp association
Annual convention, 47th, New York, April 10 Paper 33:9-14 Ap 17 '24
Annual convention, 48th, New York. Paper Tr J 80:118-27 F 5 '25; Paper 35:10-14 F 12 '25
Organized effort in the paper industry O. M. Porter. Paper Tr J 81 26+ Jl 23 '25

AMERICAN petroleum institute
Annual meeting, 4th, St Louis, Dec. 11. Nat Pet N 15:68+ N 21 '23, Oil Paint & Drug Rep 104:44g-h D 17 '23, Soc Auto Eng J 14: 86-90 Ja '24
Annual meeting, 5th, Fort Worth, Texas, Dec. 9-11 Am Pet Inst Bul 5:1-11 D 10; 1-6 D 11 '24; Automotive Ind 51:1054-5 D 18 '24; Nat Pet N 16:17-22 D 17 '24; Oil Paint & Drug Rep 106:32a D 15 '24; Soc Auto Eng J 16:4-6 Ja '25

AMERICAN pharmaceutical manufacturers
Annual meeting, 18th, White Sulphur Springs, W. Va., June 22-25. Oil Paint & Drug Rep 107:21 Je 29 '25

AMERICAN photo-engravers association
Annual meeting, 28th, Cincinnati, Ohio, June 26-28. Ptr Ink 128:93-4 Jl 3 '24
Annual convention, 29th, New York, July 16-18. Inland Ptr 75 777-8 Ag '25; Ptr Ink 132: 44 Jl 23 '25

AMERICAN physical society
Minutes of the Washington meeting, April 25 and 26, 1924, and abstracts of papers. Phys R 23 760-87 Je '24

AMERICAN press association
Federal trade commission strives to understand advertising: complaints against three advertising and publishing organizations. Ptr Ink 130:17-20+ Ja 1 '25

AMERICAN public health association
Annual meeting, Detroit, Oct. 20-23. Eng N 93.725 O 30 '24
Annual meeting, St Louis, Oct. 19-22 Eng N 95 729+ O 29 '25

AMERICAN pulp and paper mill superintendents' association
Annual convention, 5th, Dayton, May 22. Paper 34 231-9 My 29 '24
Convention at Niagara Falls. Paper Tr J 80: 27-32 Je 11 '25

AMERICAN radiator company
How American radiator forecasts future sales and advertising W. Bates. Ptr Ink M 9:17-18+ O '24

AMERICAN radiator company building, New York
American radiator building, New York city. Arch & Bldg 56 113, pl 232-5 D '24
American radiator building, New York city. H W. Corbett plans Arch Rec 55:473-7 My '24
American radiator company building, New York R. M Hood Am Arch 126:467-74, pl 161-8 N 19 '24
American radiator co building, New York; views and plans Arch Forum 41:pl 43 S '24
Heating, ventilating, electric and elevator equipment for the American radiator building Am Arch 126 481-2 N 19 '24
New building of American radiator co, New York il plan Bldg Age 46:114-15 N '24
Structural steel frame of the American radiator building il diags plans Am Arch 126: 475-80 N 19 '24

AMERICAN railway association
Efficiency program continued by American railway association Ry R 73 719-20 N 17 '23
Joint meeting with the Association of railway executives, Chicago, May 15 Ry Age 76: 1253-4 My 24 '24

Equipment painting section
Annual meeting, 3d, Chicago, Sept. 2-4. Ry Mech Eng 98 624-9 O '24
Annual meeting, 4th, St Paul, Sept 14-18 Ry Mech Eng 99 635-8, 693-7 O-N '25

Freight claim division
Annual convention, 33d, New Orleans, April 15-18 Ry Age 76 1029-32 Ap 26 '24; Ry R 74:762-5 Ap 26 '24
Annual meeting, 34th, Kansas City, Mo, May 25-28 Ry R 76 969-71 My 30 '25; Ry Age 78:1397-1401 Je 6 '25

Freight station section
Annual meeting, 5th, Kansas City, Mo, May 19-21. Ry Age 78:1325-7 My 30 '25

Mechanical division
Annual convention, 5th, Atlantic City, N.J., June 11-18. Ry R 74:1120-6, 1197-1204 Je 14-21 '24; Ry Age 76:1437-50, 1547-81, 1623-40, 1671-86 Je 12, 14, 17-18 '24; Am Mach 60 944a-b Je 19 '24
Annual meeting, Chicago, June 16-18 Ry Age 78 1544-93 Je 20 '25; Ry R 76:1131-2+ Je 20 '25; Ry Mech Eng 99:407-48 Jl '25

Purchase and stores division
Annual convention, 5th, Atlantic City, N.J., June 16. Ry R 74:1204-11 Je 21 '24; Ry Age 76:1641-59, 1687-1702 Je 17-18 '24

AMERICAN railway association—Purchase and stores division—*Continued*
Annual convention, 6th, St Louis, May 19-21. Ry Age 78·1275-84 My 23 '25; Ry R 76:929-34+ My 23 '25

Regional advisory boards
See Regional shippers advisory boards

Safety section
Annual meeting, 4th, Salt Lake City, Utah, June 24-26. Ry Age 77·27-9 Jl 5 '24
Annual meeting, 5th, Chicago, April 28-30. Ry R 76:825-6, 834-5 My 2 '25; Ry Age 78: 1151-4 My 9 '25; Nat Safety N 11.43 Je '25

Signal section
Annual convention, 14th, Chicago, March 13-14. Ry Age 76.781-2 Mr 22 '24
Annual meeting, 16th, Chicago, March 12-13. Ry R 76 572-5, 579-80 Mr 21 '25
Stated meeting, 13th, New York, Nov 14 Ry Age 75.922-4 N 17 '23
Stated meeting, 15th, Swampscott, Mass., Sept 23-25 Ry R 75 461-3 S 27 '24; Ry Age 77·547-50 S 27 '24
Stated meeting, 17th, West Baden, Ind., Sept 29-Oct 1 G E Boyd Ry R 77 515-17, 558-9 O 3-10 '25; Ry Age 79 619-24 O 3 '25

Telegraph and telephone section
Annual convention, Quebec, September 9-11. Ry Age 77 451-2 S 13 '24
Annual convention, New Orleans, Oct 27-29 Ry Age 79 811-13 O 31 '25

Transportation division
Annual session, Atlantic City, April 30 Ry Age 76 1103-5 My 3 '24
Annual session, Richmond, Va., April 8. Ry Age 78:987-91 Ap 18 '25

AMERICAN railway bridge and building association
Annual convention, 34th, Kansas City, Mo., Oct 21-23 Ry R 75·616-18 O 25 '24, Ry Age 77.753-8 O 25 '24; Eng N 93·825-6 N 20 '24
Annual meeting, 35th, Buffalo, Oct 20-22 Ry R 77 623-7, 668-71 O 24-31 '25; Eng N 95 732 O 29 '25, Ry Age 79 765-73 O 24 '25

AMERICAN railway development association
Annual meeting, 16th, Savannah, May 14-16 Ry Age 76 1262 My 24 '24
Annual meeting 17th, San Antonio, Texas, May 13-15 Ry Age 78·1329-31 My 30 '25
Semi-annual meeting, 15th, Chicago, Dec 6-7. Ry Age 75 1109-11 D 15 '23
Semi-annual meeting, 16th, Chicago, December 4-5 Ry Age 77.1073-4 D 13 '24

AMERICAN railway engineering association
Annual meeting, 25th, Chicago, March 11-13 Eng N 92 481-3, 491-3, 504 Mr 20 '24; Elec Ry J 63 507-10 Mr 29 '24, Ry R 74 516-22, 569-71 Mr 15-22 '24
Annual meeting, 26th, Chicago, Mar 10-12 Elec Ry J 65 475-7 Mr 21 '25, Eng N 94: 481-8, 495-6, 552 Mr 19, Ap 2 '25; Ry R 76· 525-33, 564-9 Mr 14-21 '25
Looking back twenty-five years, a short account of the American railway engineering association Ry R 74·422-7 Mr 8 '24

AMERICAN railway magazine editors' association
Annual fall meeting, Cleveland, Sept 30-Oct 1. Ry R 77 559-60 O 10 '25
Annual meeting, Baltimore, May 1-2. Ry Age 78 1159-60 My 9 '25

AMERICAN railway tool foremen's association
Annual convention, 12th, Chicago, Sept 3-5 Ry Mech Eng 98 621-3, 689-91 O-N '24
Annual convention, 13th, Chicago, September 2-4 Ry Age 79 444 S 5 '25; Ry R 77 345-6 S 5 '25; Am Mach 63 454a-b S 10 '25; Ry Mech Eng 99 639-44 O '25

AMERICAN refractories institute
First technical sessions, New York, Oct. 29. Iron Tr R 77·1192 N 5 '25
Meeting, 1st, Pittsburgh, April 14 Blast F & Steel Pl 13:214 My '25; Brick & Clay Rec 66:658-9 Ap 28 '25
Refractories institute defined. J. D Ramsay Brick & Clay Rec 66:661-2 Ap 28 '25

AMERICAN road builders' association
American good roads congress, 14th, Chicago, Jan. 15-17. Good Roads 56:1-3, 35-40 Ja-F '24; Can Eng 46·179, 187-8 Ja 22-29 '24, Eng & Contr (R & S) 61:5-15 Ja 2 '24; Eng N 92: 147-9 Ja 24 '24
Annual convention, 22d, Chicago, Jan. 5-9. Can Eng 48·153-4 Ja 20 '25; Good Roads 68.47-9 F '25; Eng & Contr (R & S) 63:65-74 Ja 7 '25
Biggest road show depicts advances in road building. O. A. Steller. Munic & Co Eng 68:1-3 Ja '25

AMERICAN rolling mill company
Armco makes a friendly appeal with advertising specialties. B. Chapple. Ptr Ink 131: 141-2 My 14 '25
Every one knows us now; training employees in public speaking S Perry. System 48:178-9 Ag '25

AMERICAN school of prehistoric research in Europe
Americans establish traveling school for the study of prehistoric man in Europe Sci Am 133·52+ Jl '25

AMERICAN short line railroad association
Annual meeting, 11th, San Francisco, Aug. 13-15. Ry Age 77.373-6 Ag 30 '24
Annual meeting, 12th, Miami, Fla., Nov 4-6 Ry Age 79 856-8 N 7 '25; Ry R 77 716-17 N 7 '25

AMERICAN silver producers' association
Conference, Salt Lake City, Aug 6-8 A. G. MacKenzie Min Cong J 10·444-7 S '24
Organization. Comm & Fin Chr 119:1012-13 Ag 30 '24
Organization meeting, Salt Lake City, August 6-8 E R Zalinski. Eng & Min J 118:265-6 Ag 16 '24
Problems of American silver producers W M Ferry Min Cong J 10 536-7+ D '24

AMERICAN smelting and refining company
American smelting and refining co. 1st 6s, 1947 Moody's Inv Serv 17·163 My 14 '25
Annual report, 25th, for 1923 Comm & Fin Chr 118·1158-9 Mr 8 '24; Same Eng & Min J 117 470 Mr 15 '24
Annual report, 26th, for year ended December 31, 1924 Comm & Fin Chr 120:1224-5 Mr 7 '25
Earned $11,186,990 net in 1924 Eng & Min J 119 415 Mr 7 '25
Facts for the stockholder Eng & Min J 119: 751 My 2 '25
Report for the first half of 1925 Eng & Min J 120 598 O 10 '25

AMERICAN society for municipal improvements
Annual convention, 29th, Atlanta, Nov 13-16. Pub Works 54 381-4 D '23
Annual convention, 30th, Boston, Sept. 29-Oct 2 Eng N 92 593-5, 603-4+ O 9 '24, Pub Works 55 325-8, sup37 O '24
Annual convention, 31st Des Moines, Oct 26-29 Eng N 95 767-8 N 5 '25

AMERICAN society for steel treating
Annual convention, 6th, Boston, Sept. 22-26 Blast F & Steel Pl 12·428 S '24, Iron Age 114 625-8 671-4, 845-54+ S 11, O 2 '24; Am Mach 61 560a-c O 2 '24, Chem & Met Eng 31: 547-8 O 6 '24; Foundry 52 822 O 15 '24; Iron Tr R 75 890-1 O 2 '24
Annual convention and exposition, 7th, Cleveland, Sept 14-18 Am Mach 63 499-504, 524a-c S 24 '25; Blast F & Steel Pl 13 347-51, 408-9 S-O '25; Iron Age 116 605, 659-65 805-9+ S 3, 24 '25; Iron Tr R 77 539-49+, 779-82 S 3, 24 '25; Mech Eng 47·916-19 N '25
Meeting, Rochester N Y, Jan. 31-Feb. 1. Iron Tr R 74·430-1 F 7 '24; Iron Age 113 432-4 F 7 '24
Sectional meeting, 6th, Moline, Ill., May 22-23 Iron Age 113:1567+ My 29 '24; Iron Tr R 74 1442-3 My 29 '24
Spring meeting, Schenectady, N Y., May 28-29 Iron Age 115:1634-6 Je 4 '25; Iron Tr R 76:1485 Je 4 '25
Winter sectional meeting, 6th, Cincinnati, Jan 15-16. Iron Age 115:274+ Ja 22 '25; Iron Tr R 76:294-5 Ja 22 '25

AMERICAN society for testing materials
Annual convention, 26th. T: Nolan. Am Inst Arch J 11:XII+ N '23
Annual meeting, 27th, Atlantic City, June 24-27. Chem & Met Eng 31:3-10 Jl 7 '24; Iron Age 113.1869; 114:11-15+ Je 26-Jl 3 '24; Elec Ry J 64:57-8 Jl 12 '24; Eng N 93:4-8 Jl 3 '24; Foundry 52:552-5 Jl 15 '24; Iron Tr R 75:50-2+ Jl 3 '24; Metal Ind 22: 269 Jl '24; Ry Age 77:25-6 Jl 5 '24
Annual meeting, 27th, Atlantic City, June 24-27; program. Blast F & Steel Pl 12.288-90 Je '24
Annual meeting, 28th, Atlantic City, June 23-26. Iron Age 115.1856; 116 26-9 Je 25-Jl 2 '25; Am Mach 62 1018a-b Je 25 '25; Eng N 95:4-8, 64-6, 185-7, 308-12 Jl 2-9, 30, Ag 20 '25; Iron Tr R 77:41-3 Jl 2 '25; Oil Paint & Drug Rep 107 22 Je 29 '25, Ry Age 79.29-30 Jl 4 '25; Foundry 53 570-2 Jl 15 '25; Metal Ind 23 282-3 Jl '25; Mech Eng 47.686-7 Ag '25
Broadened activities of committee D-13 Textile World 66.2965+ N 22 '24
Committee D-13 first of A S T.M. to meet in South; sessions at Greenville, S C , Oct 5-6 Textile World 68 2155-8+ O 10 '25
Committee D-13 making progress in new lines, meeting at Atlantic City. Textile World 65 4205+ Je 28 '24
Committee D-13 meets at Atlantic City Textile World 68 63-4+ Jl 4 '25
Committee D-13 tenth anniversary meeting Textile World 67.1813-14 Mr 14 '25
Committee D-13 on textile materials, spring meeting, Washington, D C , March 7-8. Textile World 65 1853-4 Mr 15 '24
Meeting, Philadelphia, Mar. 18-20 Iron Age 115 905-6 Mr 26 '25; Iron Tr R 76 911 Ap 2 '25; Brass W 21 121-3 Ap '25; Foundry 53 305-6 Ap 15 '25; Munic & Co Eng 68 205-7 Ap '25; Metal Ind 23 140-2 Ap '25
Metal committees 4th session, Cleveland, Oct 27-29. Iron Tr R 77 1178+ N 5 '25; Iron Age 116:1259-60 N 5 '25
Work of the American society for testing materials with special reference to the petroleum industry. C L Warwick. Am Pet Inst Bul 4 89-96 D 31 '23

AMERICAN society of civil engineers
Annual convention, 54th, Pasadena, June 18-21. Eng N 93 31 Jl 3 '24
Annual convention, 55th, Cincinnati Eng N 94 729-30 Ap 30 '25
Annual meeting, New York, Jan 16-17 Eng N 92 156-9 Ja 24 '24
Annual meeting, New York, Jan 21-23. Eng N 94 196-9, 205-6 Ja 29 '25
Fall meeting, Detroit, Mich , Oct 22-25 Eng N 93:712-15 O 30 '21; Can Eng 47 189-90 N 4 '24
Fall meeting, Montreal, Oct. 14-16 Eng N 95 678-80 O 22 '25
Spring meeting, Atlanta, Ga , April 9-12 Eng N 92 707-8 sec 2 Ap 17 '24
Summer meeting, Salt Lake City, July 8-10 Eng N 95 104-5 Jl 16 '25

AMERICAN society of heating and ventilating engineers
Annual meeting, 30th, New York city, Jan 22-25 Heat & Ven 21:71-4, 79-83 F '24; Sanitary & Heat Eng 101.91-2+ F 8 '24; Sheet Metal Worker 15:15+ F 1 '24; Dom Eng 106:37-8+ F 2 '24
Annual meeting, 31st, Boston, Jan. 28-30. Dom Eng 110 19-22+ F 7; 21-4 F 21 '25; Heat & Ven 22:69-77 F '25; Power Pl Eng 29:262-3 F 15 '25; Sanitary & Heat Eng 103:78-80+ F 6 '25; Am Soc Heat & V E J 31:175-205 Mr '25
Proceedings of 31st semi-annual meeting, Atlantic City, June 15-17. Am Soc Heat & V E J 31:371-400 Jl '25; Dom Eng 111 41+ Je 27 '25; Sanitary & Heat Eng 103:443 Je 26 '25; Heat & Ven 22.69-74 Jl '25; Sheet Metal Worker 16 413 Jl 3 '25
Semi-annual meeting, Kansas City, June 10-12. Dom Eng 107:32-4+ Je 21 '24; Power 59:1048-9 Je 24 '24; Sanitary & Heat Eng 101:438-9 Je 27 '24; Am Soc Heat & V E J 30:541-58 Jl '24; Heat & Ven 21:59-75 Jl '24
Research laboratory
American society of heating and ventilating engineers; research session. Am Soc Heat & V E J 30:546-52 Jl '24
Plan of procedure for the future conduct of the laboratory. Sanitary & Heat Eng 101:92 F 8 '24; Same. Dom Eng 106:42+ F 2 '24; Same Heat & Ven 21:71 F '24
Research laboratory goes on. Heat & Ven 22: 69, 73-4 F '25

AMERICAN society of mechanical engineers
Annual meeting, 44th, New York, Dec. 3-6. Am Mach 59 896b-c D 13 '23; Power Pl Eng 27: 1256-9 D 15 '23; Mech Eng 46:35-9 Ja '24; Iron Tr R 73 1615-18 D 13 '23; Iron Age 112: 1521 D 6 '23; Textile World 64:3438-9 D 8 '23
Annual meeting, 45th, New York, Dec. 1-4. Mech Eng 47.63-9+ Ja '25; Am Mach 61: 942a-c D 11 '24; Brass W 20:378-9 N '24; Iron Age 114.1533-6 D 11 '24; Iron Tr R 75.1581-3 D 11 '24; Power 60:924-36 D 9 '24, Power Pl Eng 28:1276-8 D 15 '24
Complete program of the A. S. M. E. convention. Blast F & Steel Pl 13:32-4 Ja '25
Machine-tool meeting of the Chicago section, Chicago, Mar 11. Iron Age 115:833-5 Mr 19 '25
Meeting, Altoona, Pa , Oct. 5-7. Ry R 77:553-4 O 10 '25, Mech Eng 47 951-3 N '25
Second Power meeting of Chicago section, January 14-15. Power Pl Eng 29:214-16 F 1 '25
Spring meeting, Cleveland, May 26-29. Mech Eng 46 411-16 Jl '24; Am Mach 60:868a-b Je 5 '24, Iron Tr R 74:1514-16 Je 5 '24; Power 59 946-50 Je 10 '24; Power Pl Eng 28 672-4 Je 15 '24
Spring meeting, Milwaukee, May 18-22. Am Mach 62:868-a My 28 '25, Iron Age 115:1590-2 My 28 '25, Iron Tr R 76:1419-24 My 28 '25; Mach 31 784 Je '25; Power 61:883-8 Je 2 '25, Power Pl Eng 29 612-13 Je 1 '25; Mech Eng 47 594-7+ Jl '25
Textile division at Lowell. Textile World 67: 2295-6 Ap 4 '25
Textile division holds annual meeting, New York, Dec 2 Textile World 66:3285-6, 3115 D 6-13 '24
Transactions index, volumes 1-45 (1880-1923). 222p American society of mechanical engineers, 29 W 39th st., New York '24

AMERICAN society of refrigerating engineers
Alphabetical and geographical list of members Refrig Eng 11:30-47 Jl '24
Annual meeting, 19th, New York, December 3-5 Refrig Eng 10 209-24 D '23
Annual meeting, 20th, New York, Dec. 1-3. Refrig Eng 11:209-33 D '24; Power 60:958-9 D 9 '24
Constitution and by-laws and list of members. Refrig Eng 12 20-42 Jl '25
Western meeting, 11th, Cleveland, Ohio, May 27-29 Refrig Eng 10:439-56 Je '24
Western meeting, 12th, Milwaukee, May 20-22 Power 61 888 Je 2 '25

AMERICAN society of safety engineers. See National safety council

AMERICAN society of sales executives
Annual meeting, White Sulphur Springs, W. Va , Oct 9-11 Ptr Ink 129:108 O 23 '24

AMERICAN society of sanitary engineering
Annual session, 19th, Philadelphia, Sept. 9-12. Dom Eng 108 29-30 S 20 '24; Sanitary & Heat Eng 102 191-3+ S 19 '24
Annual convention, 20th, Decatur, Ill., Sept. 15-18 Dom Eng 112 29-30+ S 26 '25; Sanitary & Heat Eng 104:218-20 O 2 '25

AMERICAN statistical association
Annual meeting, 85th, Washington, D C , Dec. 27-29, 1923. Am Statis Assn J 19:86-95 Mr '24

AMERICAN sugar refining company
American sugar refining company. Moody's Inv Serv 16.169-72 Ap 24 '24
American sugar refining co. 6s, 1937. Moody's Inv Serv 16.456 D 18 '24
Annual report, 33d, 1923. Comm & Fin Chr 118:1260-1 Mr 15 '24

AMERICAN sugar refining company—*Cont.*
Cancelations; the American sugar refining company. Harvard Business R 2:496-502 Jl '24
Statement to stockholders Dec. 31, 1924. Comm & Fin Chr 120 447 Ja 24 '25

AMERICAN supply and machinery manufacturers' association
Annual convention, Atlanta, May 5-7. Iron Age 115:1419-21 My 14 '25
Convention, Cleveland, May 19-21 Iron Age 113:1570-2+ My 29 '21, Iron Tr R 74 1438-9 My 29 '24

AMERICAN surety company
How the American surety co creates new customers in a limited field J. Henle. Ptr Ink M 8.112 + My '24

AMERICAN telephone and telegraph company
Activities of the American telephone and telegraph company. il Ind Eng 82 2-4 Ja '24
American tel. and tel. and its associates. G: C. Cox. Annalist 25 158+ Ja 26 '25
American telephone and telegraph company Moody's Inv Serv 16 149-52 Ap 10 '24
A.T. & T seeks no radio monopoly Il B Thayer. Pub Serv Management 36.119-50 My '24
Annual report for 1923 Comm & Fin Chr 118.1150-4 Mr 8 '24
Annual report of the directors to the stockholders for the year ending Dec. 31, 1924. Comm & Fin Chr 120 1217-20 Mr 7 '25
Bell telephone system's investment analyzed. Bradstreet's 52:734-5 N 15 '21
Building of the American telephone & telegraph company. K. Clark. il plan Arch Rec 56:81-92 Ja '24
Financial condition Moody's Inv Serv 17:117-20 Ap 2 '25
Financial history of the American telephone and telegraph company J. W. Stehman. 339p [bibliog. p. 329-32] Houghton '25
Nearly 300,000 Bell owners Pub Serv Management 36 126-7 Ap '24
Telephone report shows record earnings Bradstreet's 52 159 Mr 8 '21

Library
American telephone and telegraph company M de J. Cox. Special Lib 16 277-9 O '25

AMERICAN tobacco company
American tobacco company wins resale price verdict. Ptr Ink 133 129-30 N 5 '25

AMERICAN warehousemen's association

Cold storage division
Third eastern regional conference. Refrig W 60.31-4 Ag '25

AMERICAN water works and electric company, Inc.
Annual report, 10th, 1923 Comm & Fin Chr 118.1907-8 Ap 19 '24
Capital readjustment. Moody's Inv Serv 17: 3 Ja 2 '25
Plan for unification of electric subsidiaries Comm & Fin Chr 121:1458-9 S 19 '25

AMERICAN water works association
Aims of Water works association F. C Jordan Can Eng 46.568 My 27 '24, Same Eng & Contr (W W) 61 1270-1 Je 11 '24
American water works association and the water department C B. Jackson. Am Water Works Assn J 13:332-5 Mr '25; Same. Eng & Contr (W W) 63.731-3 Ap 10 '25
Annual convention, 44th, New York, May 19-23. Can Eng 46:557-8+ My 27 '24; Eng & Contr (W W) 61.1095-7, 1268-9 My 14, Je 11 '24, Eng N 92.924-8 My 29 '24; Pub Works 55.197-200, 218-20 Je-Jl '24
Annual convention, 45th, Louisville, April 27-May 1. Eng N 94:771-4, 783 My 7 '25; Can Eng 48.457-62 My 5 '25, Pub Works 56 174-5, sup55-8 My '25
Constitution, list of past presidents, list of officers 1924-1925, list of divisions and sections, list of committees 1924-1925, list of members. Am Water Works Assn J 12:sup 1-107 O '24 [Published annually]
Development program for the American water works association. G: W. Fuller. Am Water Works Assn J 11:696-704 My '24
Report of the Finance committee for the fiscal year ending March 31, 1923. Am Water Works Assn J 10.1088-92 N '23

Canadian section
Annual meeting, 4th, Hamilton, Ont Can Eng 46:291-6+ Mr 4 '24
Annual meeting, 5th, Montreal. Can Eng 48: 288-93 Mr 10 '25
Constitution revision, Canadian section A.W.W.A. Can Eng 48 277-8 Mr 3 '25

AMERICAN waxed paper association
Wax paper manufacturers form new association Paper 34 716-17 Ag 7 '21, Same. Paper Tr J 79 29+ Ag 7 '24

AMERICAN welding society
Annual meeting, New York, April 23-26 Automotive Ind 50 1036-7 My 8 '24; Iron Age 113 1281-2 My 1 '24
Annual meeting, New York, April 21-26. Elec Ry J 65 698-701 My 2 '25, Elec W 85: 938 My 2 '25, Iron Age 115:1337+ My 7 '25
Fall meeting, Cleveland, Oct. 30-31. Iron Tr R 75:1246-7 N 6 '24, Iron Age 114:1211-12 N 6 '24
Fall meeting, Cambridge, Mass., Oct 21-23 Iron Age 116 1179-81+ O 29 '25; Iron Tr R 77 1122-4 O 29 '25

AMERICAN wholesale coal association
Annual convention, 8th, White Sulphur Springs, W Va., June 3-4 Coal Age 25. 880-1 Je 12 '24
Annual convention, 9th, French Lick, Ind., June 1-2 Coal Age 27.847 Je 4 '25

AMERICAN wood preservers' association
Annual convention, 20th, Kansas City, Jan. 15-17 Ry Age 76 233-5 Ja 19 '24; Ry R 74: 136-7 Ja 19 '24
Annual convention, 21st, Chicago, Feb 3-5. Ry Age 78 365-8 F 7 '25, Ry R 76 272-5 F 7 '25

AMERICAN woolen company
American woolen company. Moody's Inv Serv 16 233-6 Je 5 '24
American woolen company's silver anniversary il Textile World 65 1587-91 Mr 1 '24
Annual report, 25th, for 1923 Comm & Fin Chr 118 1162-3 Mr 8 '24
Annual report for 1924. Textile World 67.1378-9 F 21 '25
Humanizing an industry E Dakin il Comm & Fin 13 748-51 Ap 16 '24
Two attractive guaranteed obligations of American woolen company. Moody's Inv Serv 16 344 S 11 '24
W M. Wood resigns presidency of American woolen company Comm & Fin 14:25 Ja 7 '25

AMERICAN zinc institute
Annual meeting, 7th, St Louis, April 27-28. Eng & Min J 119 782-3 My 9 '25; Iron Age 115.1335 My 7 '25; Min Cong J 11:310-11 Je '25
What is the zinc institute S. S Tuthill. Brass W 20:273-4 Ag '24

AMERICANIZATION
Americanization of miners, and others T. A. Rickard Eng & Min J 117 409-10 Mr 8 '24
Immigrant ten years in melting pot. F. B. Pletcher il Iron Tr R 73 1665-7 D 20 '23
See also Immigrants in the United States

AMES, Iowa

Water supply
Ames, Iowa, water supply. P. F. Hopkins. Am Water Works Assn J 11 472-5 Mr '24

AMIDES
Isomorphism of the amides and substituted amides of dichloro- and chlorolodo-acetic acids, and of chlorobromo- and chlorolodo-acetic acids P. V. McKie. Chem Soc J 125 1075-9 My '24
Use of the salts of the arylsulphonhalogeno-amides in the estimation and iodination of phenols E. Roberts. Chem Soc J 123:2707-12 O '23

AMIDINES
Tautomerism of amidines, abstract F. L Pyman. Chem Age (Lond) 10 384 Ap 12 '24
Tautomerism of amidines, the alkylation of open-chain amidines. F. L. Pyman Chem Soc J 123 367-70, 3359-75 F, D '23
Tautomerism of amidines; the methylation of 4(or 5)-nitroglyoxaline and 4(or 5)-phenylglyoxaline. C: E. Hazeldine, F. L. Pyman and J· Winchester. Chem Soc J 125:1431-41 Jl '24

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See also Columns; Cornices; Decoration and ornament, Architectural; Doors; Doorways; Fireplaces; Windows

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Architectural education W: A. Boring. Am Arch 126:388 O 22 '24; Same. Arch & Bldg 56 99-100 O '24; Same. Eng & Contr (Bldgs) 63 883 Ap 24 '25

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Germany

On Hans Poelzig by Hans Poelzig; a contribution to modern architecture. il plan Am Arch 128:253-63 S 23 '25

Greece

Little churches in Greece G. G. King. il Am Inst Arch J 12:13-18, 23-4 Ja '24

Japan

Church at Nara F. Bonta. il plans Am Inst Arch J 11:457-62 D '23

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Mr Flagg proposes many interesting home innovations and puts his faith in concrete. H. Whipple. il diags Concrete 24.55-8 F '24
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Dignity and style in model home, Indianapolis builders co-operate. il plans Bldg Age 46: 58-9 S '24
Distinctive small house competition. Am Arch 127:145-52, 197-204 F 11-25 '25
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English and Dutch colonial serve these two homes. il plans Bldg Age 46:54-5 Ag '24
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Handsome home of old English architecture. C A. Byers, il plans Bldg Age 46:80 Jl '24
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Annual convention, 21st, Houston, Texas Ptr Ink 131 41-2+ My 21 '25, Ptr Ink 131 33-48 My 14 '25, Manuf Rec 87 111-12 Je 4 '25
Associated advertising clubs report on fiscal year Ptr Ink 128 124+ S 25 '24
International advertising convention; public utilities section Gas J (Lond) 167 389-91, 458-60 Jl 23-30 '24
London convention echoes R Dickinson Ptr Ink 128 57-8+ Ag 7 '24
London discusses advertising's place in world selling R Dickinson Ptr Ink 128 10+ Jl 17 '24
Lou Holland calls for suggestions Ptr Ink 128 184+ S 18 '24
National commission meets with district advertising association Ptr Ink 126 125-6+ Ja 31 '24
Woodbridge made head of advertising club movement Ptr Ink 131 53-4+ My 21 '25

ASSOCIATED business papers, incorporated
Making the business paper a better servant of industry Ptr Ink 133 65-6+ O 22 '25

ASSOCIATED gas and electric company
Annual report for the year ended December 31, 1924 Comm & Fin Chr 121 2289-91 N 7 '25
Associated gas and electric buys the Pennsylvania electric corporation for $175,000,000 Power 62 268 Ag 18 '25

ASSOCIATED general contractors
Annual convention, Chicago, Jan 21-24 Eng N 92 194-5 Ja 31 '24
Annual convention, Washington, Jan 12-14 Eng N 94 155-8 Ja 22 '25
Contractor or constructor—an open discussion Eng N 94 119 Ja 15 '25
Recent activities of Associated general contractors Eng & Contr (Bldgs) 62 706-8 S 24 '24

ASSOCIATED knit underwear manufacturers of America
Annual meeting, Atlantic City May 22-23 Textile World 67 3561-2+, 3616 My 31 '24
Annual meeting, Atlantic City Textile World 67 3101-2+ My 23 '25
Meeting, Utica, Nov 14-15 Textile World 64 3007-8+ N 17 '23
Semi-annual meeting, Utica, N Y Dec 10-11 Textile World 66 2437-40+ D 13 '24

ASSOCIATED oil company and proprietary and affiliated companies
Annual report—year ended Dec 31, 1924 Comm & Fin Chr 120 2540 My 16 '25, Nat Pet N 17 100 Ag 12 '25

ASSOCIATED press
Associated press is checkmating the space grabber Ptr Ink 127 77-8+ Ap 10 '24
Quarter century of news service Bradstreet's 53 273 Ap 25 '25

ASSOCIATION, Molecular. See Molecular association

ASSOCIATION and associations
Freedom of association and trade unionism an introductory survey J Nicod Int Labour R 9 467-80 Ap '24
See also Advertising, Association, Benefit societies, Cooperation, Corporations, Employees' associations, Technical associations, Trade associations, Trade unions, *also* names of associations, e g American electric railway association

ASSOCIATION Island, New York
Visit to Association Island L G Hawkins Elec R (Lond) 93 822 N 30 '23
Why our Dallas man calls our Erie manager Ed H F Barnes il System 45 634-6 My '24

ASSOCIATION of bank women
Association of bank women. L Backus Bankers M 109 852-3+ O 31 '24
Convention Bankers M 111.567-70 O '25
Women making great progress in banking. Am Bankers Assn J 17.248 O '24

ASSOCIATION of British chemical manufacturers
Annual general meeting, 8th, July 17 Soc Chem Ind J (Chem & Ind) 43.785-8 Ag 1 '24
Annual general meeting, July 9 Chem Age (Lond) 13 64-5 Jl 18 '25
Annual report for the year ending May 31 Soc Chem Ind J (Chem & Ind) 43.765-8 Jl 25 '24

ASSOCIATION of Canadian building and construction industries
Annual convention, 6th, Windsor, Ont, Jan. 22 Can Eng 46 211-13 F 5 '24
Convention, 7th, Montreal, Jan 28-30 Can Eng 48 188-90 F 3 '25

ASSOCIATION of cotton textile merchants of New York
Plan for cotton goods statistics. Textile World 68 348 Jl 18 '25

ASSOCIATION of direct-selling companies, Incorporated
Annual convention, 1st, Philadelphia, Oct. 21-22. Ptr Ink 133 156-7 O 29 '25

ASSOCIATION of Dominion land surveyors
Meeting, 17th, Ottawa, Feb. 6-7 Can Eng 46: 257-8 F 19 '24
Meeting, 18th, Ottawa, Feb 4-5. Can Eng 48 231 2 F 17 '25

ASSOCIATION of electragists international
Annual convention, 24th, West Baden, Ind. Elec W 84 756 O 4 '24
Trade policy of the electragists O F Rost. il Elec W 86 820-1 O 17 '25

ASSOCIATION of governmental labor officials of the United States and Canada
Annual convention, 11th, Chicago, Ill, May 19-23 Monthly Labor R 19 34-7 Jl '24
Annual convention, 12th, Salt Lake City, Aug 13-15 Monthly Labor R 21.702-4 O '25
Work of Association of governmental labor officials, 1923-24 J H. Hall, Jr. Monthly Labor R 19 33-4 Jl '24

ASSOCIATION of iron and steel electrical engineers
Annual convention, 19th, Pittsburgh, Sept 15-19 Blast F & Steel Pl 12 408-16, 469-73+ S-O '24, Elec W 84 678-82 S 27 '24, Iron Tr R 75 816-17 S 25 '24, Power 60 513-14 S 23 '24, Ind Eng 82 464-74 O '24, Power Pl Eng 28 1074-5 O 15 '24
Annual convention, 20th, Philadelphia, Sept 14-19 Blast F & Steel Pl 13 370, 410-13 S-O '25; Iron Age 116 827-30 S 24 '25; Iron Tr R 77 783-4 S 24 '25; Power 62 465-6 S 22 '25; Ind Eng 83 462-72+ O '25
Second annual fuel conference, Pittsburgh, May 13-14 Power 61·807 My 19 '25
Service of A I & S E E to the industry. A. C Cummins Elec J 22 409-10 S '25

ASSOCIATION of life agency officers
Association of life agency officers L S. Lindsay and A G Borden. Spectator 113 31-2 sec 2 Jl 17 '24
List of registrants at 8th annual meeting Spectator 113 19+ N 20 '24

ASSOCIATION of life insurance presidents
Association of life insurance presidents G. T Wight. Spectator 113.25-8 sec 2 Jl 17 '24

ASSOCIATION of national advertisers
Advertisers invite co-operation of agents and publishers Ptr Ink 129 60+ N 27 '24
Association of national advertisers sees broader field of endeavor Ptr Ink 125 144+ N 15 '23
Contribution to better present business practices J Sullivan. Ann Am Acad 115 116-23 S '24
Report of P L Thomson, president. Ptr Ink 125 141-2+ N 22 '23
Sales subjects that interested Association of national advertisers; Association's annual convention Ptr Ink 125 37-8 N 22 '23
Semi-annual convention, Chicago G A Nichols Ptr Ink 131·125-6+ My 14 '25
Semi-annual convention, Cleveland Ptr Ink 127 25-6+ Je 5 '24

ASSOCIATION of natural gasoline manufacturers
Annual convention, 3d, Tulsa, April 23-24 Pet Age 13 21-2, 80-3 My 1 '24, Nat Pet N 16 23-9, 30-2+ Ap 30 '24
Annual convention, 4th, Tulsa, April 22-23 Nat Pet N 17 40B-L Ap 29 '25; Pet Age 15. 24-5 My 1 '25
How natural gasoline association has stabilized the industry J C. Chatfield Nat Pet N 17 25-6 Ap 8 '25

ASSOCIATION of newspaper advertising executives
Convention, Columbus Ohio, June 9-11. Ptr Ink 127 113-14 Je 12 '24
Newspaper advertising executives elect officers Ptr Ink 132 68 Jl 30 '25

ASSOCIATION of official agricultural chemists
Annual convention, 41st, Washington, Oct 26-28 Oil Paint & Drug Rep 108 22 N 2 '25

ASSOCIATION of Ontario land surveyors
Annual meeting, 32d, Toronto, Feb 19 21 Can Eng 46 285-6 F 26 '24
Annual meeting, 33d, Toronto, Feb 17-19 Can Eng 18 219-50 F 24 '25

ASSOCIATION of professional engineers of the province of British Columbia
Annual conference, 5th, Vancouver, B.C., Dec 6 Can Eng 47.609-10 D 16 '24

ASSOCIATION of railway claim agents
Annual convention, 35th West Baden, Ind, May 21-23 Ry Age 76 1315-17 My 31 '24
Annual meeting, 36th, Winnipeg, Man, June 17-19 Ry Age 78 1637-40 Je 27 '25

ASSOCIATION of railway electrical engineers
Annual convention, 14th, Chicago, Nov. 6-9 Ry Age 75 919-21 N 17 '23
Annual convention, 15th, Chicago, Oct 21-24 Ry Age 77 790-2 N 1 '24, Ry R 75 633-5 O 25 '24
Annual convention, 16th, Chicago, Oct 27-29 Ry R 77 662-3 O 31 '25, Ry Age 79 861-2 N 7 '25

ASSOCIATION of railway executives
Joint meeting with the American railway association, Chicago, May 15 Ry Age 76 1253-4 My 24 '24

ASSOCIATION of reserve city bankers
Annual meeting, Dallas, April 14-16 Comm & Fin Chr 118 2114 My 3 '24

ASSOCIATION of special libraries and information bureaus
Chemical papers at the library conference, Oxford Chem Age (Lond) 13 318-9 O 3 '25

ASSOCIATION of technical institutions
Annual meeting, London, Mar 6-7 Engineer 139 302-3 Mr 13 '25
Summer meeting, Bournemouth, July 10-11 Engineer 140 56 Jl 17 '25

ASSOCIATION technique de fonderie de France
Congress, 4th, Paris, Nov 21-23 Foundry 52 990+ D 15 '24, Iron Age 114 1557 D 11 '24, Iron Tr R 75 1586-7 D 11 '24

ASSOCIATIONS, Trade. See Trade associations

ASSORTMENT packages. See Package goods

ASSORTMENT selling See Sales units

ASTEROIDS
Moon which turned out to be a planet diag Sci Am 132 410-11 Je '25

ASTORIA, Oregon
Concrete used extensively in rebuilding Astoria, Oregon. il Concrete 26 178-81 My '25
See also Motor bus lines—Astoria, Oregon

Harbor
Ports of Portland and Astoria, Oregon, and Vancouver, Washington 238p U.S. Engineer dept, Board of engineers for rivers and harbors, Washington '25

Streets
Fills replace piles under city streets in Astoria, Ore diags Eng N 94.860 My 21 '25
Fire-proof streets in Astoria. Pub Works 56: 11-12 Ja '25
Underground structures in Astoria streets R. A McClanathan. plan Pub Works 56 81 Mr '25

ASTRONOMICAL instruments
See Telescopes

ASTRONOMICAL models
Heavens built of concrete G. H. Morison. il Sci Am 132 170-1 Mr '25
Das projektions-planetarium des deutschen museums in München W Bauersfeld. il diags Zeit Ver Deutsch Ing 68 793-7 Ag 2 '24

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Astronomy and the engineer S. L Boothroyd il Sibley J 37 115-16 My '23
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Lighting
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Massachusetts towns provide their own transportation, towns of Athol, Orange, Greenfield and Montague take over lines. map Elec Ry J 65:59-61 Ja 10 '25

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Atlanta and the North Georgia empire A H Temple il Comm & Fin 13:401+ F 20 '24

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Relieving congestion on Atlanta streets il Elec Ry J 63 817-18 My 24 '24

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Banker turned farmer. J H Reed Comm & Fin 14:1269 Jl 1 '25

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Largest grocery chain takes a hand at institutional advertising Ptr Ink 129 107 8 D 11 '24

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BANK advertising

Advertising production man W. E Hale il Burroughs Clearing House 10.14-16+ O '25

Advertising the depositors' business T D MacGregor. il Burroughs Clearing House 9 21-2+ N '24

Air attack on misunderstanding Am Bankers Assn J 16 633+ Ap '24

Arousing dormant accounts by direct mail methods. F. P. H Siddons Am Bankers Assn J 17:66 Ag '24

Art in financial advertising. G P. Knapp. Bankers M 108:229+ F '24

Awakening of old man dormant. J T Tyrrell Burroughs Clearing House 8:14-16+ Ag '24

Bank leans on new trends in art to gain attention. B R. Brooker. Ptr Ink M 9.90+ D '24

Bank offers college scholarship in essay contest. Ptr Ink 126:124 F 14 '24

Bank, through advertising, encourages foreign trade. A. M. Howe. Ptr Ink 132 50+ S 10 '25

Banking publicity. Published in monthly numbers of Bankers magazine

Banks need better packages. Ptr Ink 129:156+ O 23 '24

Banks should advertise for business—not merely good will W E Devlin. Bankers M 110 1002-3+ Je '25

Breathing life into the statement T. D MacGregor Burroughs Clearing House 8. 22-4 My '24

Buffalo bank advertises life insurance. Spectator 111 3 Ja 1 '25

Capitalizing interest periods F: P H Siddons Burroughs Clearing House 9 17-18 Je '25

Capitalizing news in bank publicity T D MacGregor Burroughs Clearing House 8 28-9+ Ap '24

Charting the sources of good will A Schwartz. Burroughs Clearing House 9 25-6 O '24

Close-ups of the life in the community T D MacGregor Burroughs Clearing House 8: 21-2+ Ag '24

Columbus, Ohio, banks answer Florida's challenge Ptr Ink 132 20 S 3 '25

Complete radio tie-up in Denver. J T Bartlett Burroughs Clearing House 9:30+ My '25

Contest brought 9,800 accounts and $800,000 in deposits, First national bank in St Louis stages lively contest among employees F Fuchs Ptr Ink 127:133-4+ My 29 '24

Copy interesting and productive T D. MacGregor Burroughs Clearing House 9:25-6 Je '25

Country banker humorously tackles economic ignorance. Ptr Ink 132 81-2 Ag 27 '25

Current copy in the newspapers T. D. MacGregor Burroughs Clearing House 9.25-6 My '25

Developing the savings business through cultivation of the existing customer G P Knapp Bankers M 110 635-40 Ap '25

Do depositors respond to mailing? G P. Knapp Burroughs Clearing House 9 14-16 F '25

Doing for a family of a half-million I I. Sperling il Burroughs Clearing House 9:17-18 N '24

Federal land bank teaches farmer good financial management J. A Murphy Ptr Ink 126 97-8+ Mr 6 '24

Federal land banks ready for third advertising step A E Haase Ptr Ink 132 65-6+ S 24 '25

Financial advertisers need to study their market Ptr Ink 133 132+ O 22 '25

Financial advertising. G. S Morse Bankers M 109 95-7 Jl '24

First-person advertising that brought a new slant to bank's advertising Ptr Ink 126: 84+ Ja 24 '24

Helping the ex-service man keep his bonus. Ptr Ink 127:128 My 29 '24

Historical campaign that appeals to children as well as grown-ups H. Burwen Ptr Ink 125 150-1 N 15 '23

How bankers can draw on public confidence. A Stote Ptr Ink 128 132+ S 4 '24

How seven hundred banks are helping the farmer become a business man Ptr Ink 125: 125-6 D 13 '23

Ideas that pull through the window. K. E Olson il Burroughs Clearing House 8:12-14+ S '24

In defense of the novelty. B. W. Griffin Bankers M 108 725+ My '24

Investment banker's duty to investor. F L Blanchard. Pub Serv Management 37 61-2 Ag '24

Is thrift a weak appeal in selling a bank's savings department? D. Hubbard Ptr Ink 129 33-4+ O 2 '24

John Poole, banker, puts customers' interests first. J. True Ptr Ink 132:146+ S 17 '25

Leaks in banking—how to stop them; by cutting out worthless advertising. W R. Morehouse. Am Bankers Assn J 16:638-9+ Ap '24

BANK advertising—*Continued*
Letters which help the bank. H: A. Burd. Am Bankers Assn J 18:183-5+ S '25
Making the small checking account pay part of its keep. Ptr Ink 133:105-7 O 29 '25
Marked success attends F.A.A meeting in Richmond Bankers M 109:885-9+ N '24
Mass plans for gaining new savings accounts. B W Griffin. Am Bankers Assn J 17:86-7 Ag '24
Measure of a birthday; celebration of the twentieth year of Peoples stock yards state bank, Chicago. A. T. Huizinga. il Burroughs Clearing House 9:17-18+ O '24
Monthly film of business review; a Denver bank's venture in motion picture advertising. J T. Bartlett. Burroughs Clearing House 8 21+ Mr '24
New magnets for idle dollars. Am Bankers Assn J 16:741-2+ My '24
Old bank with a fine, new spirit; the Bowery savings bank T D MacGregor. Burroughs Clearing House 8·22-3+ Mr '24
Out-of-the-ordinary advertising. T. D. MacGregor. Burroughs Clearing House 9.21-2 Jl '25
Printing—a study in purchasing. W. E. Hale. Burroughs Clearing House 10.22-4 N '25
Proof that courtesy is an asset T. D MacGregor. Burroughs Clearing House 8:22-3+ Ja '24
The question: long or short copy? T. D MacGregor Burroughs Clearing House 9·24-6 Ja '25
Regarding the problem of publicity C G. Mitchell Burroughs Clearing House 9:11+ Je '25
Replies to a questionnaire on bank window displays W J Parham, jr Ptr Ink 133: 160+ O 22 '25
Report of publicity committee of I B.A. Comm & Fin Chr 119 1557-8 O 4 '24
Results—and why—with the dormants Z. Brown. Burroughs Clearing House 8:15-16 Mr '24
Savings banks and advertising. W: E Knox. Bankers M 109·1071-4 D '24; Same. Am Bankers Assn J 17:363-4 D '24
So said that he who runs may read. T. D. MacGregor. Burroughs Clearing House 8:20-1 S '24
Some effective ways to advertise a trust department. H. B. Allen Am Bankers Assn J 17 496+ F '25
Straight selling can be done successfully by a bank Ptr Ink 125:89-90+ D 20 '23
Those dormants at the average national bank. G P Knapp Burroughs Clearing House 9: 16+ N '24
Thrift in its true setting. W. R. Morehouse. Am Bankers Assn J 17:67-8+ Ag '24
Trust department advertising and publicity. L L D. Stark. Am Bankers Assn J 16:579-80 Mr '24
Typical simple campaigns—one to prospects (York national bank), the other to dealers (Evans-Winter-Hebb) R E Ramsay. Inland Ptr 73·233-4 My '24
Vacation lure in new colors. M. Enos Burroughs Clearing House 10:19-20 O '25
Way to test form letters B. W. Griffin. Ptr Ink 127·53-4 Je 5 '24
What a big bank does when it is overstocked. C M Harrison. Ptr Ink 131:53-4+ Ap 2 '25
What makes bank advertising pay? F. L. Blanchard. il Am Bankers Assn J 17:619-20 Ap '25
What makes good advertising? C. Honsford. Am Bankers Assn J 16:627-9 Ap '24
Where premiums may be at a discount. E. B. Wilson Bankers M 109·410 S '24
Worker's wages and the widow's check; how advertising is helping to lick the blue-sky promoter. R Dickinson. Ptr Ink 127:127-8+ My 22 '24

See also Bank employees—Contests; Bonds—Advertising; Building and loan associations—Advertising; Investments—Advertising; Land banks—Advertising; Trust companies—Advertising

BANK buildings
American bank & trust co. building, Hazleton, Pa. and Second national bank building, Nashua, N.H.; views and plans. Am Arch 128.pl 244-7 S 9 '25
American trade outpost; new building of the Buenos Aires branch of the First national bank of Boston. il World's Markets 14:14-15+ Ja '24; Same cond. Dun's Int R 43: 50-1 Mr '24
American trust and New York title and mortgage companies' new midtown office has real charm. il Bankers M 109:1231-6 D '24
America's new citadel of finance; Federal reserve bank of New York Am Bankers Assn J 17.325-6+ N '24
Anticipating the future thirty years; Greenwich savings bank. G. W. Gray. il Burroughs Clearing House 9:13-14+ D '24
Architect and the banker A B. Trowbridge. il plans Arch Forum 38:277-80, pl 73-8 Je '23
Ashland National bank building, Ashland, Kentucky. il plans Arch Forum 41:142 S '24
Bank design at its apex. il plans Bldg Age 46:74-5 Ag '24
Bank for a small town. il plans Bldg Age 46: 76 O '24
Bank interiors il diags Am Arch 125.561-6 Je 18 '24
Bank of America to be housed in monumental building. il Bankers M 108.487-91 Mr '24
Bank of Coney Island solves an interesting building problem il plan Bankers M 110: 413-16 F '25
Bank of Italy, Los Angeles, views and plans. Arch Forum 41·pl 35-7 S '24
Bank of Montclair, Montclair, N. J. Arch & Bldg 56 29, pl 75-7 Ap '24
Banking in an old-world palace; Bank of Brussels il Nation's Business 13 32-3 O '25
Banks and bank buildings. A. Hopkins. il diag plans Arch Forum 43:69-74 Ag '25
Bristol trust company remodels its banking home il Bankers M 111·667-72 O '25
Brotherhood of locomotive engineers extends banking facilities. R. G. Nairn. il plan Power Pl Eng 29:778-84 Ag 1 '25
Building at Madison avenue and 41st street, New York, for American trust co. and New York title & mortgage co ; views and plan. Am Arch 127.pl 25-8 Ja 28 '25
Building the bank for business. T. H. Moyer. 132p Dando co., Philadelphia '24
Chatham and Phenix national bank, Bowery branch, New York city. il diag plan Arch & Bldg 57:66-9, pl 167-9 Ag '25
Citizens national bank, Baltimore. Arch & Bldg 57.23, pl 54-7 Mr '25
Classic lines grace this Montgomery, Alabama bank il plan Bldg Age 47:136 Ja '25
Combining rental features with a bank building. il plans Bldg Age 46:90-1 D '24
Competition for the National postal savings bank of Argentina il plans Am Arch 127: 219-22 Mr 11 '25
Corn Exchange National bank building, Philadelphia, Pa. il Arch & Bldg 57 88-90, pl 217-18 O '25
Davenport, Iowa, has right to be proud of this bank and office building il plans Bldg Age 47 124-6 S '25
Development of the Federal reserve system. il Arch & Bldg 57:57-8+, pl 135-53 Jl '25; Same. Eng & Contr (Bldgs) 64:459-62 Ag 26 '25
Dignified bank for small city. il plans Bldg Age 47.121 My '25
Equitable trust company, Atlantic City, New Jersey; views. Arch Rec 56:145-51 Ag '24
First national bank, Boston, Mass Arch & Bldg 56·111-12, pl 225-8 D '24; Bankers M 109:1221-4 D '24
Friendly southern bank; Frost national bank, San Antonio, Texas. R. McDaniel. il plans Bldg Age 47:96-7+ Jl '25
Greenville banking and trust company, Jersey City, N.J. il Arch & Bldg 56:121, pl 240-1 D '24
Greenwich savings bank, Broadway and 36th street, New York; views [illegible] 538a-b Je 4 '24

BANK buildings—*Continued*
Greenwich savings bank, New York city. Arch & Bldg 56:75-6, pl 151-7 Ag '24
Home bank and trust co., Toledo, Ohio. il Arch & Bldg 57:31, pl 81 Ap '25
Homewood peoples bank of Pittsburgh. il Bankers M 110:417-20 F '25
Homewood state bank, Homewood, Illinois; view and plan. Arch Rec 58.349-50 O '25
How should bank buildings be designed? C: C. Morgan. il Bankers M 109:517-22 S '24
Imposing new building for Bank of Canton. il Bankers M 110:193-8 Ja '25
Interior of building of the Provident trust company of Philadelphia, Pa. il plans Am Arch 128:147-8, pl 218-21 Ag 12 '25
Jefferson county national bank, Watertown, N Y. Arch & Bldg 56:29-30, pl 84-6 Ap '24
Jefferson county savings bank, Watertown, N.Y. plan Arch & Bldg 56.3-4, pl 22-3 Ja '24
Largest day and night bank opens new 20 story building; Franklin trust company, Philadelphia. il Bankers M 109.337-44 Ag '24
Madison avenue branch of the Farmers' loan and trust company, New York city. il plans Am Arch 127:225-8 Mr 11 '25
Manhattan savings institution, New York city. Arch & Bldg 56.57-8, pl 125-6 Je '24
Manufacturers national bank, Troy, N Y. Arch & Bldg 55 113, pl 222-5 N '23
Many bank buildings needed. il diag plan Bldg Age 46:66-7 Ja '24
Mellon national bank, Pittsburgh, Pa Arch & Bldg 56.67, pl 132-4 Jl '24
Methods used in shoring and removing heavily loaded columns; Exchange national bank of Tulsa K. Johnson il diags plan Am Arch 125 411-15 Ap 23 '24
National bank of Long Beach, Long Beach, N.Y Arch & Bldg 56:pls 90-1 Ap '24
New Arlington street office of the National Shawmut bank il Bankers M 109.1037-41 N '24
New bankers' bank in Cleveland W. J. Erving il Burroughs Clearing House 8:16-18+ Ja '24
New bankers' bank in New York. G. W. Gray. il Burroughs Clearing House 9:21-2+ Ap '25
New building of Atlantic national bank of Boston. il Bankers M 111:121-5 Jl '25
New building of the Oak Park trust and savings bank il Bankers M 108 173-5 Ja '24
New Commonwealth bank office. il Bankers M 110·199-202 Ja '25
New home for a new working plan; First national bank of Boston. G W Gray. il Burroughs Clearing House 9.22-4 Mr '25
New home of the Greenville banking and trust company il Bankers M 109:713-20 O '24
New uptown office of the Seaboard National bank of New York. il Bankers M 110·933-8 My '25
New York's oldest bank in new quarters; Bank of New York and trust company. il Bankers M 110·393-401 F '25
North Ward national bank, Newark, N J Arch & Bldg 56:11-12, pl 43-7 F '24; Am Arch 125·286h-k Mr 26 '24
Northern trust and savings company, Lancaster, Pa. il Bankers M 110·1103-7 Je '25
Office building altered to house a New York bank, International acceptance bank, inc. il plans Am Arch 128:143-7 Ag 12 '25
Old bank buildings replaced by new without stopping business. il Eng & Contr (Bldgs) 62.173-5 Jl 23 '24
Pacific bank, New York city. Arch & Bldg 56: 92-3, pl 193-6 O '24
Pacific bank, New York city, in new quarters il Bankers M 109 971-6 N '24
Phoenix national bank, Hartford. il diags plans Arch Forum 41 185-92, pl 49-51 O '24
Pontiac commercial and savings bank, Pontiac, Mich.; views and plans. Am Arch 126: pl 33-7 Jl 30 '24
Seattle, Washington, branch bank building for Bank of California. il plan Am Arch 127: pl 49-50 F 25 '25
Six modern bank buildings. il plans Arch Forum 42:299-304 My '25
Some recent bank building operations. Published in monthly numbers of Bankers magazine
Something different in bank buildings; County and national bank building of Santa Barbara, Cal. J. H. Hawkins. il plan Bldg Age 47:82-3 N '25
Springfield avenue trust co., Newark, N.J., views and plan. il plans Am Arch 125:542a-b Je 4 '24
State and city bank and trust co., Richmond, Va. Arch & Bldg 57:83-4, pl 200-2 S '25
Staten Island savings bank, Stapleton, S.I. Arch & Bldg 57:14+, pl 38-9 F '25
Structural alterations in a concrete building. S. E. Berkenblit. il diags Eng N 92:203-5 Ja 31 '24
Thirty-four story bank building; the Equitable trust company of New York. Am Ind 25:18 F '25
Top slab of culvert carries walls of bank built over creek. N. H. Sturdy. il diag plan Eng N 94:988-9 Je 11 '25
Union trust building, Cleveland, Ohio. Arch & Bldg 56:67-8, pl 135-9 Jl '24; Same. Eng & Contr (Bldgs) 62:441-2 Ag 27 '24
U.S national bank building, Denver. il plans Arch Forum 41:140 S '24
United States national bank, Galveston, Texas. il Bankers M 111:288-94 Ag '25
Westchester title and trust co., White Plains, N.Y. Arch & Bldg 55.120, pl 245-8 D '23
What is the best type of bank building? F. S. Wettack. Am Bankers Assn J 18:349+ N '25
Yorkville bank, New York city. il Arch & Bldg 56:40-2, 49, pl 94-8 My '24
You'd never know the old home now, remodeling of the First national bank, Brooklyn, N.Y. il Burroughs Clearing House 8: 8-9 Ja '24

See also Bank of England; Vaults

Electric equipment

Electricity is now used by San Francisco banks. il J Elec 54:22 Ja 1 '25

Heating and ventilation

Insuring fresh air supply for banking rooms and small offices. C: L. Hubbard. diags Sanitary & Heat Eng 102:113-15+ Ag 22 '24; Same. Sheet Metal Worker 15.755-6+ O 24 '24

BANK burglary. See Burglary

BANK clearings. See Clearing houses—Statistics

BANK commissioners

Varying powers of state bank commissioners. F W Simmonds. Am Bankers Assn J 17: 421-5 Ja '25

BANK consolidations

New York's bank consolidations. D. P. de Young Burroughs Clearing House 9:12-14+ Je '25

BANK defalcations. See Embezzlement

BANK deposits

Bank deposits and super-tax reduction. R. Estcourt Annalist 23:185+ F 4 '24

Bank loan—deposit ratios. Moody's Inv Serv 16·129-32 Mr 27 '24

Cyclical fluctuations of the ratio of bank loans to deposits, 1867-1924. W M. Persons. charts R Econ Statis 6:260-83 O '24

Deposit for special purpose. Bankers M 111: 343-5 S '25

Depositors' right to set off deposit against note. Bankers M 109:584-6 O '24

Deposits activity as a measure of business activity. C. Snyder. charts R Econ Statis 6·253-9 O '24

New high records in bank deposits. Am Bankers Assn J 17:116 Ag '24

Our increased financial power; some problems and responsibilities arising therefrom. J. S. Alexander. Econ W n s 29:904-6 Je 27 '25, Same. Am Ind 26:38-40 Ag '25; Excerpts. Comm & Fin Chr 120:3265-6 Je 27 '25; Am Bankers Assn J 18:35 Jl '25

BANK deposits—*Continued*
Problem of national bank liquidity in the crisis and depression, 1920-1921. W. F. Mitchell Univ J of Business 3:18-32 D '24
Survivor entitled to amount deposited in joint account Bankers M 110 993-5 Je '25
Turnover of deposits a measure of business activity C. Snyder charts Am Bankers Assn J 16 471-3+ F '24
See also Banks and banking—Guaranty of deposits, Overdrafts; Savings deposits

BANK deposits, Government
Deposits of public moneys. C S Dewey Am Bankers Assn J 18 129-30+ S '25; Same. Econ W n s 30 485-7 O 3 '25

BANK deposits, Unclaimed
Escheat of unclaimed deposits T. B Paton Am Bankers Assn J 16 142-3 Ja '24

BANK directors
Because a director was vigilant. J. C Paktel. Am Bankers Assn J 17:614+ Ap '25
Directors' actual knowledge of their bank's affairs J. C. Paktel Am Bankers Assn J 17 690+ My '25
Duties, responsibilities and liabilities of bank directors F L. Major 193p Macmillan '25
Safety through directing directors R W. Goodhart Am Bankers Assn J 17.746+ Je '25

BANK employees
Bank club co-operation with employees Bankers M 109 1085-6 D '24
Bank of Italy employees to have controlling interest A P Giannini Am Bankers Assn J 17 304 N '24
Banking—from below F C Perry Bankers M 108 207-11 F '24
Employees to be given control of Bank of Italy. Bankers M 109 982-3 N '24
Extra compensation plan adopted by the Bank of Italy. Am Bankers Assn J 17: 452+ Ja '25
Group life insurance for banks F H Ecker Econ W n s 28 21-3 Jl 5 '24
Group life insurance plan of the Canadian Bank of commerce. Econ W n s 30:132-3 Jl 25 '25
How bank employees can gain business and good will. A. C. Bossom Bankers M 111: 260-1 Ag '25
Locked in the minds of employees W. R Morehouse Am Bankers Assn J 17:747-8+ Je '25
National city bank lets employees share in stock Bankers M 110:111 Ja '25
Opportunities for the American bank clerk. A. W Loasby Bankers M 109 605-8 O '24
Profit-sharing in banks and financial institutions J Account 37 161-82 Mr '24
Reducing the labor costs in banks E: P. Vollertsen. Bankers M 111:15-18 Jl '25
Reference bureaus for bank employees. M D Miller. Bankers M 108 873-4 Je '24
Strike of French bank clerks—state control of banks asked—complete tie-up of business at Marseilles Comm & Fin Chr 121 1044-5 Ag 29 '25
Where pride goeth before promotion. T: J. Malone Burroughs Clearing House 9 15-16+ Mr '25
Zone idea in merchandising W J. Irving Il Burroughs Clearing House 9.17-18+ Jl '25
See also Benjamin Franklin institute

Contests
Contest brought 9,800 accounts and $800,000 in deposits. First national bank in St Louis stages lively contest among employees. F Fuchs Ptr Ink 127:133-4+ My 29 '24
Do the contest accounts stay? Z Brown. Il Burroughs Clearing House 10 20-1 N '25
First national bank in St Louis; employees' contest. Bankers M 108:735-8 My '24
Making salesmen out of bank employees. W. B Weisenburger Bankers M 110.997-1001 Je '25
New business through employees G P. Knapp. Ptr Ink 128:147-8+ Jl 24 '24
Test that's not a contest. R. Steffan. Burroughs Clearing House 10:17-18+ O '25
We developed sales talent in our whole working force C. B. Hazlewood. System 48.578-9+ N '25
Who keeps the contest records? H. W. Sanders Il Burroughs Clearing House 9:19-20 Je '25

BANK examination
Audit—Martinet, or good fairy? Burroughs Clearing House 9:8-9+ My '25
Bank examinations. G. G Munn. Bankers M 108.775-7+ My '24
The examiner is here. C. M. Harger. Am Bankers Assn J 16:665+ Ap '24
Modern methods in bank supervision J W. Pole Am Bankers Assn J 17.743+ Je '25
New touch in the examination of national banks L Alexander. Am Bankers Assn J 16:630-1+ Ap '24
Protection for the depositors, clearing house examination system D A Mullen Am Bankers Assn J 16 783-4 Je '24
Revenue inspection of banks and safe deposit boxes T B Paton Am Bankers Assn J 16 594-9 F '24
See also Clearing house associations

BANK examiners
Many bankers recruited from ranks of examiners J Oakwood. Forbes 14 545-6+ Ag 1 '24
Securing competency in bank examiners P. G Cameron Ann Am Acad 113 357-61 My '24

BANK failures
Bank failures, 1893-1923. Survey of Cur Business 32 59 My '24
Bank failures in the West Nat City Bank p 21-2 F '24
Bank failures, their causes and consequences M B Wellborn Manuf Rec 87 73-4 Je 18 '25, Same cond Comm & Fin Chr 120 3015-16 Je 13 '25
Bank suspensions in 1923 and for 31 years. Bradstreet's 52:45-6 Ja 19 '24
Bank suspensions in 1924 and bank and trust company suspensions for thirty-two years. Bradstreet's 53 65 Ja 24 '25
Closer co-operation between country banks. W. J. Bailey Comm & Fin Chr 121:125-9 sec 2 O 17 '25, Same cond. Am Bankers Assn J 18 250-1+ O '25
Commercial failures and bank suspensions in 1924 Fed Res Bul 11 91-4 F '25, Excerpt. Comm & Fin Chr 120 1041 F 28 '25
Failures of banks in the United States in 1923 Econ W n s 27 121-2 Ja 26 '24
Truth about bank failures in the Northwest J Oakwood Forbes 13:629-30+ Mr 1 '24
Way to sounder banking. C. B Hazelwood. Am Bankers Assn J 18:255-6 O '25; Same. Comm & Fin Chr 121:150-1 sec 2 O 17 '25; Abstract Bankers M 111:565-6 O '25
Why Northwest was overbanked—ease in obtaining charters and guaranty deposit laws are held responsible Comm & Fin Chr 119: 30-1 Jl 5 '24

BANK inspection. See Bank examination

BANK libraries See Financial libraries

BANK loans. See Loans, Bank

BANK notes
Bank note forgeries Inland Ptr 74:217-18 N '24
Monthly changes in national bank notes and in bonds and legal tenders on deposit therefor Comm & Fin Chr 120:302 Ja 17 '25 [continued monthly]
National bank circulation. Comm M 6:22-7 Je '24
National bank circulation W. J. Byerly. Comm & Fin Chr 119 145-6 sec 2 O 18 '24; Same cond Am Bankers Assn J 17:213-14 O '24
National bank circulation M B Nahm Comm & Fin Chr 119 146-8 sec 2 O 18 '24; Same cond Am Bankers Assn J 17.264+ O '24
National bank note's place in money system. J W Hawkins Am Bankers Assn J 17: 372 D '24

BANK notes—*Continued*
National bank notes vs Federal reserve. Annalist 24:420 O 27 '24
Question of an increase of the French bank note circulation. A. R. Marsh Econ W n s 29:471-2 Ap 4 '25
Recent rapid increase of the note issue of the Banco do Brasil. Econ W n s 28:883 D 20 '24
Treasury department's program for retiring national bank circulation. Comm & Fin Chr 119:2598-9 D 6 '24
Uncertain fate of the National bank note privilege. H J Dodge. Am Bankers Assn J 17:137+ S '24; Same. Econ W n s 28.557-8 O 18 '24

BANK of England
Advances by the Bank of England H. A E Chandler. Comm M 6 14-15 F '24
Bank of England and the commercial money market H: A E Chandler Comm M 6 3-15 O '24; Same, without charts. Econ W n s 28.582-6 O 25 '24
Bank of England and the state F. Schuster 35p Longmans '23
Bank of England; views. Am Inst Arch J 12: 354-6 Ag '24
Old Lady of Threadneedle Street Economist 101:569-70 O 10 '25
Reconstruction of Bank of England building Comm & Fin Chr 120 3011 Je 13 '25

BANK of France
Bank of France in 1924 Fed Res Bul 11:257-9 Ap '25
Monetary policy of the Bank of France Economist 100:241-2 F 7 '25

BANK of Italy, San Francisco
Adventure in employee-ownership F S Clark Burroughs Clearing House 9 17-18+ Mr '25
Bank of Italy employees to have controlling interest A P. Giannini. Am Bankers Assn J 17 304 N '24
Employees to be given control of Bank of Italy Bankers M 109 982-3 N '24
Extra compensation plan adopted by the Bank of Italy. Am Bankers Assn J 17 452+ Ja '25

Women's department
Bank within a bank for women P E Ritchey ill Burroughs Clearing House 8. 12-13+ Je '24

BANK of Montreal. See Banks and banking—Canada

BANK reserves
Bank reserves. G G. Munn. Bankers M 108:951+ Je '24
Gold exports from the United States and the restoration of the gold standard in foreign countries. Econ W n s 29 582-4 Ap 25 '25; Same Fed Res Bul 11:231-4 Ap '25
Gold reserves of principal countries. Fed Res Bul 11 267-8 Ap '25, Same Comm & Fin Chr 121.532-3 Ag 1 '25

BANK shares See Banks and banking—Stock

BANK vaults. See Vaults

BANKERS
Bankers' responsibility M A. Traylor. Bankers M 109 205-7 Ag '24
Being the other fellow A H Lewis Bankers M 110:979-80 Je '25
Demands of a banking career C E Mitchell Bankers M 109:1157-8 D '24
Executives—openly arrived at D MacGregor. Nation's Business 13:30-1 O '25
Himalayas of finance. J Oakwood Forbes 15 511-6+ F 1 '25
International business and politics, bankers and war. Nat City Bank p 148-50 S '24
Is banking a profession? E. E Agger Am Bankers Assn J 17:383+ D '24
Mistakes of an unsuccessful banker. W: Ashdown ill Burroughs Clearing House 8.19-20+ My; 17-18+ Jl '24
Notes on selling bankers' blanket bonds J. J Iago Spectator 115:27-9+ Jl 2 '25
Portraits of presidents of various state bankers' associations. Am Bankers Assn J 17: 422+ Ja '25
Pro and con of banking as a career. W: H. Knuffin. Burroughs Clearing House 8 16-18+ F '24
When you are speaker of the evening. G P. Knapp Burroughs Clearing House 8.34+ Ja '24

See also Advertising and bankers; Women as bankers, *also* names of bankers, e g. Baker, George F; Hepburn, A Barton; Turner, Samuel Gilbert Hathaway

BANKERS' association for foreign trade
Annual convention, 4th, Cincinnati, Ohio, April 2-3. Bankers M 110.801-6 My '25
Survey of the purposes and activities. F. W. Allen. Bankers M 110:705-9 Ap '25

BANKERS' associations
See also Investment bankers' association of America

BANKERS' balances. See Loans, Bank

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Long spans of Hudson river bridge erected by progressive cantilever method. H T. Welty il diags Eng N 94.561-7 Ap 2 '25
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Unusual problems in design and construction of large bridges R Modjeski. il J Fr Inst 199 597-617 My '25
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Safeguarding long highway bridge from fire and other damage. il diags Eng N 94:722-3 Ap 30 '25

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Rubber paving and high curb guards on Chicago bridge. diags Eng N 93 795 N 13 '24
Steel traffic treads for wooden bridge floors. il Eng & Contr (R & S) 62.549 S 3 '24
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Unique paving construction on a Boston bridge H M Steward il diag Eng & Contr (Ry) 63:139-41 Ja 21 '25
Use of quick-setting cement allows early completion of Maryland bridge. B. T. Weston. il Eng N 94:741 Ap 30 '25; Discussion. 94:865 My 21 '25
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Constructing reinforced concrete foundations of Delaware river bridge anchorages. C: Carswell il diags plans Concrete 24:103-10 Mr '24
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Construction of the Neponset bridge. J. S. Crandall il diags Boston Soc C E J 12:232-43 My '25
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Hollow concrete bridge piers built like chimneys for Dix river bridge. il Eng N 93:757 N 6 '24; Concrete 25:236 D '24; Discussion. Eng N 93:924; 94:164-5 D 4 '24, Ja 22 '25
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Placing concrete in water. J. P. McMakin. Eng & Contr (R & S) 63:487-8 Mr 4 '25; Abstract. Eng N 93.434 S 11 '24
Planning and construction of New York Central lines' new Hudson river bridge. H. T. Welty il diags plans Eng N 94 467-9 Mr 19 '25
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Rust-jointing Delaware River bridge approach column bases. P. M. Sax, jr. Eng N 95:275-6 Ag 13 '25
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Simple and efficient grouting outfit. R. W. Cropper il Eng N 93 149-50 Jl 24 '24
Sinking pier caissons for four Missouri river bridges. L. J. Sverdrup. il charts Eng N 93:628-30 O 16 '24
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Some faults in foundation planning. J. L. Harrington. Eng N 95:187 Jl 30 '25
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Unusual problems in design and construction of large bridges. R. Modjeski. il J Fr Inst 199:597-617 My '25

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Loading on old highway bridge reduced by narrowing roadway. il Eng N 93:699 O 30 '24
Loads on highway bridges. diags Engineering 120:172 Ag 7 '25
Outstanding problems in highway bridge design. E F Kelley. il Eng & Contr (R & S) 61.296-302 F 6 '24, Same. Can Eng 46.374-6 Mr 25 '24, Same Good Roads 66 106-8 Ap '24; Same. Munic Eng 67 128-33 Mr '24
Proposed loading for highway bridges. H. D. Hussey. diag Am Soc C E Pro 49 1031-7 Ag '23; Same. Eng & Contr (Bldgs) 60 363-7 Ag 22 '23; Discussion Am Soc C E Pro 49.1901-13; 50 291-5 N '23, Mr '24
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Corroded structure repaired by welding; successful work on a Pittsburgh bridge diags Eng & Contr (Bldgs) 62.899 O 22 '24
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Highway bridge maintenance. H P Henning il Eng & Contr (R & S) 63:274-5 F 4 '25
Règles scientifiques pour le renforcement des constructions en maçonnerie. C: Rabut. Génie Civil 85:379 O 25 '24
Reinforcing a cast-iron bridge in France. diags Eng N 94:603 Ap 9 '25
Repairing a skewed and displaced bridge roller bearing C F. Draper il diag Eng N 92.810 My 8 '24
Salvaging old stone bridge with cement gun. W D. McClusky, jr Eng & Contr (Bldgs) 61 703 Mr 26 '24
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Protecting highway bridges from colliding vehicles E. F. Kelley. il Eng N 91 892-3 N 29 '23

See also Bridge painting; Bridges—Fire stops; Bridges, Iron and steel—Protection

Reconstruction

Bridge-raising program on the Allegheny river in Allegheny county. V. R Covell. Eng Soc W Pa 41 81-97; Discussion 98-104 Ap '25
Bridge reconstruction work of the Ministry of transport il diags Engineering 119 250-3, 262, 377-9, 658-60, 755-7, 768; 120:249-51, pl 48 F 27, Mr 27, My 29, Je 19, Ag 28 '25
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Missouri river bridge rebuilt for heavier loading. Eng N 94:144 Ja 22 '25
Old foundations used in replacing steel by concrete span. F. W Epps il diags Eng N 94.234-5 F 5 '25
Old steel arch utilized in new reinforced concrete structure. C F. Bornefeld il diags Concrete 23·102-6 S '23; Same Eng & Contr (Bldgs) 61.447-54 F 27 '24
Rapid bridge renewal on N Y C R R Eng & Contr (G C) 63.1342-5 Je 17 '25
Rapid rebuilding of steel viaduct in a busy Chicago street. Eng N 92 621 Ap 10 '24
Rebuilding the first Budapest suspension bridge. J. Beke. il diags plan Eng N 92: 1096-9 Je 26 '24
Reconstruction of the C. & N W. Ry bridge over the Missouri river near Blair, Neb. O. F Dalstrom il diags map W Soc E J 30: 49, 50-69 F '25, Same Ry R 76 190-7 Ja 24 '25; Abstract Ry Age 77 931-4 N 22 '24
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Replacing a bridge in four hours il Eng & Contr (Ry) 61 1371-2 Je 18 '24
Replacing railway truss span with two girder spans, the Bluff Creek bridge il diags Eng N 93·870-1 N 27 '24
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Strengthening and re-decking old bridge for heavy traffic L. E. Moore il diag Eng N 94.692-5 Ap 23 '25
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Wrecked bridge span raised bodily from bay bottom il Eng N 93 307-8 Ag 21 '24, Eng & Contr (Bldgs) 62 669-70 S 24 '24

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Accurate recording guage, Fereday-Palmer stress recorder employed in determining actual stresses in bridge members Can Eng 45 414 O 16 '23, Same Eng & Contr (Bldgs) 61 1424-5 Je 25 '24
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Interaction in bridgework of the deck system on the main girders and the consequent modification of stresses therein D H: Renfry Engineering 117 380-1 Mr 21 '24
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Steel bridge stress recorders F Johnstone-Taylor. il diag Can Eng 47 649-50 D 30 '24
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Some engineering aspects of a toll bridge project; Bear Mountain bridge. H. H Sherwin maps Eng N 94·778-9 My 7 '25
Toll bridge possibilities. Eng N 93.816-17 N 20 '24
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Gas cuts bridge into scrap O E Dunlap il plan Iron Age 115 1637 Je 4 '25

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Arlington memorial bridge, District of Columbia, views and plan Am Inst Arch J 12 65-71 F '24
Big Four cutoff involves monumental bridge; relocation at Sidney, Ohio il map Ry Age 77 99-103 Jl 19 '24; Same. Eng & Contr (Ry) 62 847-54 O 15 '24
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Building a concrete arch around an old iron bridge at Pulaski, New York E H Harder il diags Eng N 92 320-3 F 21 '24
Concrete arch bridge of unusual form and details W. H Rabe diags Eng N 95 750-1 N 5 '25
Concrete bridge with longest arch completed in France il diags Eng N 92 476-9 Mr 20 '24, Discussion A Escher 92 737 Ap 24 '24
Construction methods and plant for Conneaut viaduct il diag Eng N 92 1046-9 Je 19 '24
Construction of Lorne bridge, Brantford, Ont F. P Adams. il diags plan Can Eng 47 493-7 N 11 '24
Design and construction of the Hill-to-Hill bridge, Bethlehem, Pa F W Skinner. il diag Munic & Co Eng 66 286-92 Je '24
Economical design for arch centres A E Wynn il diags Engineering 118·257-9, pl 26 Ag 22 '24; Same Eng & Contr (Bldgs) 62 1161-6 N 26 '24; Same abr Can Eng 48 341-3 Mr 24 '25
Efforts du vent sur les ponts en arc E Baticle. Génie Civil 85:218 S 6 '24
Governor's bridge at Rosedale, Toronto F G Engholm. il diags Can Eng 46 389-92 Ap 1 '24
Humber river highway bridge, Toronto A B Crealock il diags plans Can Eng 47 431-7 O 21 '24
Long span concrete arch design in France. C S Whitney diags Eng N 93·463-6 S 18 '24
Longest concrete bridge span includes deck suspended from arch ribs; Seine bridge at Saint-Pierre-du-Vauvray H· J Harms il diags Concrete 24 138-40 Ap '24

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Longest reinforced concrete bridge of its type in the world; Alexander bridge. il Sci Am 130 177 Mr '24
Measured changes in shape of multi-arch bridge. P. L. Brockway. il diag Eng N 93: 304-6 Ag 21 '24
Method of designing partially fixed arch bridges A G. Hayden. diag Eng N 93:150-1 Jl 24 '24
Michigan Central R.R. completes Niagara arch il diags plan Ry R 76:448-58 Mr 7 '25
New bridge over the Niagara il Engineer 139·490, 492 My 1 '25
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New Niagara Gorge arch nearing completion il diags Ry Age 77:830-6 N 8 '24; Eng N 93 716-18 O 30 '24
Le nouveau pont en béton armé, sur la Seine, à Saint-Pierre-du-Vauvray (Eure) il diags Génie Civil 83 417-21 N 3 '23
Les nouveaux ponts de Fribourg (Suisse). C· Dantin il map Génie Civil 84 317-19, pl 4 Ap 5 '24
Novel abutment effects economy in concrete bridge A G. Hayden il plan Eng N 93·26-7 Jl 3 '24
Pipe lines on bridges. P. L. Brockway. il diags Pub Works 55:239-41 Ag '24; Same Eng & Contr (Bldgs) 64 217-19 Jl 22 '25
Progress report of the special committee on concrete and reinforced concrete arches. Am Soc C E Pro 51:[Soc aff]129-34 Mr '25
Proposed new Harvard bridge, Boston, Massachusetts Am Inst Arch J 13 206-10 Je '25
Le renforcement au moyen de béton du pont métallique de Pulaski (États-Unis). P. Caufourier il Génie Civil 85·175-7 Ag 23 '24
Repairing a failed concrete arch at Asheville J; B Hutchings, jr. il Eng N 95 130-1 S 10 '25
Rib-arch concrete highway bridge over Rock river, Ill W S. Todd il diag Eng N 94 643-4 Ap 16 '25
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Six-span concrete arch highway bridge at Danville H H Edwards. il Eng N 92: 896-8 My 22 '24
Six studies of bridge arches B J Lubschez. Am Inst Arch J 11 425-30 N '23
Steel to replace stone; High Bridge, New York city. il Sci Am 132:181 Mr '25
Timber arch bridges in Australia il Eng N 95 637 O 15 '25
Two reinforced-concrete bridges in France W. L Scott. il diags Eng N 91 916-18 D 6 '23
Unusual spandrel-braced arch bridge built at Portland O. Laurgaard. il diags Eng N 93. 328-30 Ag 28 '24
Le viaduc en béton armé de Plougastel sur l'estuaire de l'Elorn près de Brest. il diags Génie Civil 84;221-2 Mr 8 '24
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Washington memorial bridge, Wilmington, Delaware V. W Torbert. il Arch Forum 39·295-8, pl 102-3 D '23
Western Gateway bridge over the Mohawk river at Schenectady, N Y. il diags Concrete 24·248-50 Je '24; Same. Eng & Contr (Bldgs) 62:176-7 Jl 23 '24

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American bridge type bascule bridge A Reichmann il diags W Soc E J 29:177-81 Ap '24
Bascule bridge for China at Tientsin. Eng N 93:923 D 4 '24
Bascule bridge patent suit heard in Chicago. Eng N 93:1009 D 18 '24
Bridge over the Second Narrows, B.C. P. Ward. il diag Can Eng 48 353-4 Mr 31 '25
Completion of Johnson street bridge. F. H. Allwood. il Can Eng 46 633-5 Je 24 '24
Counterweight rope of bascule bridge breaks. Eng N 93:115 Jl 17 '24
Design and construction of highway lift bridge over Mystic river at Mystic, Conn. W: G. Grove. Munic Eng 65:262-4 D '23
An English rolling bascule bridge over the river Wensum at Norwich, England il diags Eng & Contr (Bldgs) 61:1183-7 My 28 '24
Florida East Coast railway completes bridge. il Ry R 77.269-72 Ag 22 '25
Lackawanna will construct lift bridge over Buffalo river. diag map Ry R 76:813-15 My 2 '25
New Brown bascule bridge T E Brown, jr. il diags W Soc E J 29:195-208 Ap '24
Rall bascule bridge E Haupt il W Soc E J 29 182-6 Ap '24
Rim bascule bridge at Inchinnan, electrical operation il Electrician 92:542 My 2 '24
Segmental girder construction as applied to the Scherzer rolling lift bridge C. P. Hazelet il diags W Soc E J 29 187-94 Ap '24
Strauss bascule bridge over the Bann river, Ireland E S. Needham il plan Engineering 118 758-9, pl 78-80 D 5 '24
Trolley arrangement on bascule bridge. C. L Greer. diags Elec Ry J 65:139-40 Ja 24 '25

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Cantilevering a heavy bridge span in northern Quebec J P Chapleau and C. M. Goodrich il diag Eng N 93 94-5 Jl 17 '24
Long spans of Hudson river bridge erected by progressive cantilever method H T. Welty. il diags Eng N 94 561-7 Ap 2 '25
New cantilever bridge designed with architects' co-operation N F Brown. il Eng N 95:107 Jl 16 25
Sliding river banks dictate cantilever bridge. Eng N 95·294 Ag 20 '25
Small concrete cantilever bridge at Sambhar, India S A Bunting il diag Eng & Contr (Bldgs) 63·616-18 Mr 25 '25

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Big Four cutoff involves monumental bridge; relocation at Sidney, Ohio il map Ry Age 77 99-103 Jl 19 '24, Same Eng & Contr (Ry) 62·847-54 O 15 '24
Bridge building on an Indiana state highway. il diags Eng N 94 804-6 My 14 '25
Bridge erected in new manner il Concrete 27 42-3 O '25
British design for 180-ft span concrete bridge F Johnstone-Taylor. diag Concrete 25.186-7 N '24
Building a concrete arch around an old iron bridge at Pulaski, New York E H. Harder. il diags Eng N 92 320-3 F 21 '24
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California begins construction of Douglas memorial bridge H. D. Miller. il Eng N 93 506-7 S 25 '24
California road bridge concrete all tested in field H D Miller Eng N 95·182 Jl 30 '25
Cantilever bridge of concrete. il Concrete 26: 28 Ja '25
Cast iron bridge reconstructed in ferro-concrete F Johnstone-Taylor. diag Concrete 26.168 My '25
Coastal highway crossing of the Savannah river delta S B Slack il diags plan Eng N 95 590-3 O 8 '25
Concrete arch bridge of unusual form and details W H Rabe diags Eng N 95· 750-1 N 5 '25
Concrete bridge with longest arch completed in France il diags Eng N 92·476-9 Mr 20 '24, Discussion A Escher. 92 737 Ap 24 '24
Concrete bridges increasing in Britain. Concrete 26·27 Ja '25
Concrete highway bridge at Freeport, Ont. Can Eng 49 246 Ag 25 '25

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Concrete lift span of the Alamitos Bay bridge on the Coast Boulevard, Los Angeles county, Calif. il Pub Works 56 91-2 Mr '25
Concrete mixtures under field conditions T. P. Watson. il Am Concrete Inst Pro 21:31-43 '25; Same cond Ry R 76 845-50 My 9 '25, Same cond. Eng & Contr (G C) 64 419-25 Ag 19 '25; Discussion. Am Concrete Inst Pro 21 44-9 '25
Concrete pile trestle highway bridges in Texas G G Wickline Eng & Contr (R & S) 61 1224-6 Je 4 '24
Construction features of concrete bridge at Binghamton, N.Y il Eng N 95 264-5 Ag 13 '25
Construction methods and plant for Conneaut viaduct. il diag Eng N 92:1046-9 Je 19 '24
Construction of Ashley River bridge J L Parker Manuf Rec 85 90 Ap 24 '24
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Construction of Lorne bridge, Brantford, Ont F. P. Adams il diags plan Can Eng 47: 493-7 N 11 '24
Construction of the Neponset bridge. J S. Crandall. il diags Boston Soc C E J 12.232-43 My '25
Continuous-girder bridges of concrete J F Seiler il diags Eng N 95 722-5 O 29 '25
Continuous three-span concrete railway bridge il diag Eng N 94 516-17 Mr 26 '25
Contract for large concrete bridge connecting Fort Snelling and Mendota at $7 50 per square foot of deck Eng & Contr (Bldgs) 62:708 S 24 '24
Les déformations du bèton armé soumis à l'extension. H Lossier. diags Génie Civil 84 445-7 My 10 '24
Design and construction of the Hill-to-Hill bridge, Bethlehem, Pa F W Skinner il diag Munic & Co Eng 66 286-92 Je '24
Detroit Belle Isle bridge a reinforced concrete cantilever structure il diags Concrete 23 213-16 D '23
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Economical design for arch centres A. E Wynn il diags Engineering 118 257-9, pl 26 Ag 22 '24; Same Eng & Contr (Bldgs) 62 1161-6 N 26 '24, Same abr Can Eng 48 341-3 Mr 24 '25
Expansion joint in viaduct floor carried down into column il diag plans Eng N 94 285 F 12 '25
Field control of concrete on the Delaware river bridge A W Munsell il diag Am Concrete Inst Pro 21 50-66, Discussion. 67 '25
France plans to build 672-ft span reinforced-concrete bridge diags Eng N 92 860-1 My 15 '24
Gandy viaduct across Tampa Bay, Florida il Engineering 119 729-30, pl 47 Je 12 '25; Manuf Rec 86 76-7 N 13 '24; Eng & Contr (R & S) 64 7-8 Jl 1 '25
Governor's bridge at Rosedale, Toronto F G Engholm il diags Can Eng 46 389-92 Ap 1 '24
Highway bridge over Van Duzen river, California il Pub Works 56 292 Ag '25
Hill to Hill bridge, Bethlehem, Pa il plans Ry R 75 77-84 Jl 19 '24
How to pour concrete bridges with special reference to construction joints V R Carter Munic & Co Eng 66 229-31 My '24
Jackson street subway, Camden terminal il diags plan Ry R 75 279-81 Ag 23 '24
Long concrete bridge completed at Tampa Bay, Florida E E Garrison il Concrete 27:35-9 Ag '25
Long girder spans for reinforced concrete bridge at Becks Run, Pa diags Ry R 75: 202-5 Ag 9 '24
Long span arch built over old bridge at Minneapolis il Concrete 24 207 My '24
Long span concrete arch design in France. C. S. Whitney. diags Eng N 93:463-6 S 18 '24
Long span girder bridge over the Enz W. Stortz. diags Concrete 27:23 Jl '25
Longest concrete bridge span includes deck suspended from arch ribs; Seine bridge at Saint-Pierre-du-Vauvray. H. J. Harms. il diags Concrete 24:138-40 Ap '24
Longest reinforced concrete bridge of its type in the world, Alexander bridge. il Sci Am 130 177 Mr '24
Measured changes in shape of multi-arch bridge. P. L. Brockway. il diag Eng N 93: 304-6 Ag 21 '24
Montmorency Falls bridge awards il Can Eng 48:607-8 Je 23 '25
Mountain pass highway bridge built on sharp curve; Pacheco creek, California. H D. Miller. il diags Eng N 94:278-9 F 12 '25; Same. Concrete 27:9-10 Jl '25
Notable structure built by new methods, the Cleveland, Cincinnati, Chicago & St Louis Ry. constructs bridge of concrete of predetermined strength. il plans Ry R 73:711-19 N 17 '23
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DRAWING, Mechanical. See Mechanical drawing

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Group of pencil sketches in northern Africa L. C. Rosenberg il Arch Forum 39: 291-4 D '23

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All-electric sea-going hopper dredges H. C. Coleman il diag Elec J 21.438-42 S '24
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Air-cylinder valve holes bored in radial drill J. Haydock il Am Mach 61:578 O 9 '24

Boring armature bearing housings. il diags Elec Ry J 65 942 Je 13 '25

Boring concentric slots P. F. Shafran. diags Mach 31:208-9 N '24

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Ingenious arrangement for multiple drilling J. A. Long. il diags Am Mach 59 888-9 D 13 '23

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Weight removed from sphere by boring. F M Weston, jr Mach 30 301-2 D '23

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American maxi-speed, sensitive ball-bearing, radial drill il Am Mach 63 214 Jl 30 '25; Iron Age 116.352-3 Ag 6 '25

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Baush heavy-duty horizontal multiple-spindle drilling machine. il Am Mach 61:171 Jl 24 '24

Betts car wheel boring machine il Am Mach 60:33 Ja 3 '24; Iron Age 113 147 Ja 10 '24; Mach 30.399 Ja '24; Ry Mech Eng 98:183 Mr '24

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Cylinder boring fixture for Gisholt lathe O. Kampschaefer diags Am Mach 60 707 My 8 '24
Davenport 5-spindle non-stop automatic drilling machine il Am Mach 63 753-5 N 5 '25
Davis rotomatic boring and facing machine. il Am Mach 60.415 Mr 13 '24
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Dreses 6-ft ball-bearing radial drilling machine il Am Mach 60 521-2 Ap 3 '24 Iron Age 113 931 Mr 27 '24; Ry Mech Eng 98 371-5 Je '24
Drilling heads that hold the work F C Hudson il diags Am Mach 63 630-1 O 15 '25
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Eleventh semi annual motor gasoline survey. A J. Kraemer and H. M. Thorne. U S Bur Mines Rep of Invest 2675:1-3 Mr '25 (typew)
Improves gasoline testing. B F. Ruby. Pet Age 15:23 Mr 15 '25
Initial boiling point, P. Truesdell Nat Pet N 15 33I-J D 19 '23
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Sodium plumbite or doctor test of gasolines. B. T. Brooks. Ind & Eng Chem 16:588 Je '24
Weighted index number for motor fuels. W. A Gruse Chem & Met Eng 29.970-1 N 26 '23; Discussion. L· Weisberg 29 1067-8 D 10 '23

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Committee recommends present testing method for testing vapor tension of natural gasoline for shipment in tank cars. Nat Pet N 17·107+ My 27 '25
Orders gasoline rate cut based on complaint of auto clubs Nat Pet N 16 31 O 22 '24
Report of investigations on methods of determining the vapor pressure of gasoline for transportation classification H L. Shoemaker. Am Pet Inst Bul 5 99-104 D 31 '24; Same cond Nat Pet N 17 87-8+ Ja 14 '25; Discussion Am Pet Inst Bul 5·104-7 D 31 '24
Would leave rate groups as at present and adjust gasoline rates A E Heiss Nat Pet N 17 30-1 S 9 '25

See also Gasoline pipe lines, Tank cars, Tank trucks

Volatility

Dew points of gasoline-air mixtures D P Barnard and R E Wilson Ind & Eng Chem 17 428-9 Ap '25
Economic motor-fuel volatility R Birdsell il Soc Auto Eng J 14 267-73 Mr '24
Economic motor-fuel volatility, report prepared by S W Sparrow, presented by H C Dickinson Am Pet Inst Bul 4 121-31 D 31 '23
Method of expressing the volatility of motor fuel gasolines W A Gruse Nat Pet N 15 55-6 N 28 '23
Research to determine fuel needs Soc Auto Eng J 17·416-17 N '25
What do they mean, gasoline is getting less volatile? Nat Pet N 16 109+ N 26 '24

GASOLINE, Natural gas
Composition of natural gas gasoline R P Anderson and A M Erskine Ind & Eng Chem 16 263-7 Mr '24
High output in 1924 D B. Dow Pet Age 13· 80-1 My 1 '24
How natural gasoline association has stabilized the industry J. C Chatfield. Nat Pet N 17.25-6 Ap 8 '25
How to make industry pay. I P. Parkhurst. Pet Age 13:80 My 1 '24
More stable natural gasoline coming, is talk at convention J. C. Chatfield Nat Pet N 15: 20-2 N 21 '23
Natural gasoline—how to use it and how not to abuse it D. E. Buchanan. Nat Pet N 16:83+ D 3 '24
Natural gasoline industry questions royalty on stabilizing P. Truesdell. Nat Pet N 16·30+ Je 25 '24
Natural gasoline storage is low and demand holding strong. J. C Chatfield. Nat Pet N 17·29+ Je 3 '25
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Schedule adds two stabilized grades of natural gasoline. Nat Pet N 16·40 O 1 '24

GASOLINE, Natural gas—*Continued*
Shows need for current data on natural gasoline. A. V. Bourque. Nat Pet N 15.23+ N 21 '23
Use of natural gasoline in straight-run refinery. H. R. Noble. Nat Pet N 15.24 N 21 '23, Same. Pet Age 13·52 Ja 1 '24
See also Association of natural gasoline manufacturers

Manufacture
Application of refrigeration processes to the production of natural gasoline. E F. Burton. diags Refrig Eng 11 83-90 S '24
Charcoal absorption plant set up in 8 days making money from gas of one well J. C. Chatfield. il Nat Pet N 17.63-4+ Ag 12 '25
Devises method for checking operation of natural gasoline plants. P. Truesdell. il plan Nat Pet N 17 63-4+ Jl 8 '25
Do not connect chlorine cylinder with treating system B. T. Brooks diag Nat Pet N 17.115+ Ap 15 '25
Engineering increases capacity of gasoline plant at minimum cost J C Chatfield. il Nat Pet N 17 36+ Ag 19 '25
Evaporating and dephlegmating casing-head gasoline il Chem & Met Eng 32.498 My '25
Expansion of Gasser's natural pressure used for gasoline recovery. P. Wagner. il Nat Pet N 17 29-30 Jl 22 '25
Methods of making natural gasoline compared. D. E. Foster. Nat Pet N 16·88-9+ My 7 '24
Natural gasoline color affected by compressor lubrication. O Peters Nat Pet N 16 27-8 Ag 6 '24
Natural gasoline—its place in the straight run refinery. W K Holmes Nat Pet N 16 64-+ Ap 23 '24
Natural gasoline plant equipment is feature of exposition. J C. Chatfield Nat Pet N 17 22 O 7 '25
Operators talk gasoline plant problems at association field conference J C. Chatfield Nat Pet N 16.32a+ Jl 2 '24
Pioneer in natural gasoline industry tells of earlier practises. J C Chatfield il Nat Pet N 17 61+ S 30 '25
Recovery of gasoline from natural gas G. A Burrell 600p Chemical catalog co 25, Review, by W B Davidson Gas J (Lond) 171 391 Ag 12 '25
Role of natural gasoline T A Boyd. Pet Age 15.31+ Je 1 '25
Savings effected by use of stabilizer in natural gasoline plants L E Bayer il Nat Pet N 16 24-9 Ap 30 '24
Simple apparatus and method of testing gas for air content Jl W Young and W S Hanna diags Nat Pet N 17 98-9+ S 16 '25
Sure supply of good water most vital to natural gasoline plant E. Kaye Nat Pet N 17:40G-J Ap 29 '25
Tests show how to figure residue gas percentage in gasoline plants. L F. Bayer. Nat Pet N 17:40D-F Ap 29 '25
Tests show short range absorption oil more efficient than long range A. F. Maxon. Nat Pet N 17·76+ My 20 '25
Treating methods used in sweetening of natural gasoline W G Hiatt diags Nat Pet N 17:26-9 Ap 22 '25
What is accomplished by modern heat exchange equipment. G: A Burrell Chem & Met Eng 30·136-9 Mr 17 '24
Would install Diesel engines to save plant residue gas for producers P. Truesdell. Nat Pet N 17.63-4 Je 24 '25

Patents
New stabilizer patented rectifies gasoline by raw gas contact. J. C Chatfield. diags Nat Pet N 17:43-4 Je 10 '25
Patent fight opened on stabilized natural gasolines J. C. Chatfield Nat Pet N 17 29 S 9 '25

Specifications
Association of natural gasoline manufacturers have issued revised specifications covering all grades of raw natural gasoline. Pet Age 14·37 O 15 '24

Valuation
Factors involved in valuations of gasoline and gas contracts. A. B. Morris. Nat Pet N 16 67+ Jl 30 '24

GASOLINE, Substitutes for
Board's questionnaire asks about substitutes for gasoline. Nat Pet N 17:40A Ap 29 '25; Same. Pet Age 15:27-8 My 1 '25
New motor fuels from coal. R. Cross. Pet Age 16 55 O 15 '25
Our future oil reserves—shale is main reliance when production fails. C. A. Fisher. Nat Pet N 17:33-5 Ap 22 '25
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Dew points of gasoline-air mixtures. D. P. Barnard and R E Wilson. Ind & Eng Chem 17:428-9 Ap '25
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GASOLINE engines. See Automobile engines; Gas and oil engines

GASOLINE filling stations. See Gasoline service stations

GASOLINE handling
Cause of losses in marketing gasoline; how to hold them down P. Truesdell. Nat Pet N 17:61+ Ap 8; 85-6 Ap 15 '25
Danger of gasoline in vapor form. il Safety Eng 46 265-7 D '23
Fire protection body to study tank truck equipping and handling. Nat Pet N 17·85-6 F 4 '25
Improvements in tank car dome planned to reduce natural gasoline losses. J. C. Chatfield. il diag Nat Pet N 17.47-8 S 30 '25
Just a tank, see the result Pet Age 14 58 Jl 1 '24
Safety nozzle for gasoline lines il Management & Adm 9·481 My '25
Static hazards in gasoline handling G L Naylor and H E Ramsey il Nat Safety N 9 13 15 F '24
Still up in air on static. Pet Age 14 52 Jl 15 '24

See also Gasoline pumps; Gasoline service stations, Tank trucks

GASOLINE hose
Government master specification for rubber-metal gasoline hose Rubber Age 15 178 Je 10 '24

GASOLINE in sewers
See Garages—Drainage

GASOLINE industry
Are you fully insured? C: W. Whitehair. Pet Age 13.60+ My 1 '24
Cause of losses in marketing gasoline; how to hold them down. P. Truesdell. Nat Pet N 17:61+ Ap 8; 85-6 Ap 15 '25
Four leaf clovers appear in New Orleans; may bloom elsewhere this year. V. B. Guthrie. il Nat Pet N 16·62-3+ F 27 '24
Fundamentals in relationship between refiner and jobber. H L. Deming Nat Pet N 17: 75-7+ N 4 '25
Industry's intimate items. H. G. James. Pet Age 16:19-20+ Jl 1 '25
Jobbers would throw their business to refiners without stations. Nat Pet N 17:67-8 Ap 15 '25
Keeping business by assuring each customer a sure supply. P. Truesdell. Nat Pet N 16:81-2 Jl 2 '24
Loose credits of distributing and refining divisions discussed J. C. Chatfield. Nat Pet N 16:47-8 S 24 '24

GASOLINE Industry—*Continued*

Mystery station attracts patronage; also official suspicion. W. K. Halbert Nat Pet N 16:71+ Ag 27 '24

Oil companies must gauge their growth by increase in autos W. C Platt. Nat Pet N 17:91+ Mr 11 '25

Oil slow to aid self. A M. Honnet Pet Age 15:29+ Ap 1 '25

Petroleum motor fuel. K G Mackenzie Ind & Eng Chem 17:1105-14 N '25

Petroleum overproduction—causes and effects. W. C. Teagle. Chem Age 33 11-13 Ja '25

Petroleum triangle—the people, the government, the oil industry. A L. Beaty. Nat Pet N 16.24-9 D 10 '24; Same. Am Pet Inst Bul 5:13-20 D 31 '24

Reasons for ups and downs. H. G James. Pet Age 16:18-19 Ag 1 '25

Refiner must get more for his gasoline in 1924 F. A. Pielsticker. Nat Pet N 16.48c-d Ap 2 '24

Refiner's problem in 1923. G. N Moore Am Pet Inst Bul 4 39-43 D 31 '23, Same cond Nat Pet N 15 33q-s D 19 '23

Retail marketing of gasoline P B Erickson Nat Pet N 17.39 Mr 25 '25

Running a one-man tank station no job for a cripple. W. K. Halbert. il Nat Pet N 16: 24-6 Jl 9 '24

Saturation point far away. P B Erickson Pet Age 15.21+ F 1 '25

Some phases of the oil industry's public relations. F. B. Dow. Nat Pet N 16:39-40 O 15 '24

Terms and discount on gasoline W. Z. Brown Nat Pet N 16:94+ N 12 '24

Urges co-operative marketing agencies to keep down gasoline prices. V B Guthrie. Nat Pet N 17 25-6 Mr 4 '25

Western jobber pleads for N P. M. A. collective buying plan. H. F. Brownell. Nat Pet N 17:85+ My 6 '25

What the automotive and oil industries can do for each other H L Horning. Am Pet Inst Bul 4 31-5 D 31 '23; Excerpt. Nat Pet N 15:33a D 19 '23

Who are the friends of the people? B. Barton. Nat Pet N 17:69-72+ Ja 7 '25

World trade in gasoline O P. Hopkins Econ W n s 30.227 Ag 15 '25

See also Gasoline service stations; Petroleum refining; *also* Pure oil company, Columbus, Ohio

Advertising

Advertises sealed gasoline tanks to insure against substitution. Nat Pet N 17 39 O 14 '25

Daring newspaper campaign against substitution; Tide water oil. J. A. Murphy. Ptr Ink 133 17-20 O 22 '25

Dye used to make premium gasoline distinctive, ads put it over. R. B. Stafford. Nat Pet N 17.55-6 F 25 '25

Human interest picture is feature of Imperial oil advertising. V B Guthrie. il Nat Pet N 15:35-6+ N 14 '23

Independent insignia in full bloom over all the Middle West W K. Halbert. Nat Pet N 16 23-4 Je 18 '24

Independent oil men are coupling-up national red hot advertising with local publicity and merchandising stunts Pet Age 16:18+ S 15 '25

Is Saturday evening post copy ill-advised? Pet Age 15:28+ Je 1 '25

Jobbers adopt trademark for uniform national brand of gasoline Nat Pet N 17:54+ Ap 15 '25

Low cost travel insurance policies offered as trade pullers R B Stafford Nat Pet N 17:55-6 Mr 25 '25

Mutual advertising is accomplished after years of campaigning. W. K. Halbert. Nat Pet N 17:27-8 My 6 '25

New York Standard builds advertising talks around popular ideas. Nat Pet N 16 65+ Ag 13 '24

Paid space instead of lobbyists; the Standard oil company of Indiana. R Crothers Ptr Ink 133:113-14+ O 1 '25

Season's mode in Socony copy. Ptr Ink 131: 61-2 My 28 '25

Standard oil has new trade character. Ptr Ink 125.178+ N 22 '23

Travel booklet of a drop of gasoline. Ptr Ink M 10·90+ F '25

Truck tank real sign board A. Nicholaus. il Pet Age 16·41 Ag 1 '25

Unusual ideas featured in campaign to sell gasoline and oil. Nat Pet N 16:60+ Jl 30 '24

Walter C. Teagle—an unorthodox captain of industry. E. Hungerford. Ptr Ink M 8:36-8 Mr '24

What independent jobber should know about advertising effectively. C. E. Walters. Nat Pet N 16·23-4 Ag 6 '24

Wisconsin independents sell state on high test. R. R Moore. il Pet Age 16·24+ S 15 '25

Wisconsin independents to try the press for association advertising. W. K. Halbert. Nat Pet N 17.23-4 Ja 21 '25

Contracts

Advantages under marginal contracts vary widely in different cities. R. B. Stafford. Nat Pet N 16 38-41 N 12 '24

Contract or open buying? Pet Age 14.38+ Jl 15 '24

Cosden offering jobbers gasoline contract based on spot market. J. C. Chatfield. Nat Pet N 17:38 Jl 15 '25

Factors involved in valuations of gasoline and gas contracts. A B. Morris. Nat Pet N 16 67+ Jl 30 '24

Gallonage contract based on market may replace marginal contracts J. C. Chatfield. Nat Pet N 16 21-2 Jl 16 '24

Hope for better contracts foreseen as result of Nicholas' plan. L. V. Nicholas. Nat Pet N 16:52-3+; Discussion. J: M. Carson. 54 N 26 '24

Hope Standard's refund plan will do away with secret rebates J C Chatfield Nat Pet N 17·32+ Jl 8 '25

Jobber works out contract form but puts eggs in three baskets. P. Truesdell. Nat Pet N 17 71-2 Mr 18 '25

Marginal contracts damage business F. A. Pielsticker Nat Pet N 17:67-8 F 25 '25

Ohio marketers differ over meeting discount contracts R B. Stafford. Nat Pet N 17·43 S 30 '25

Oil men argue status of market at meeting in Milwaukee. Nat Pet N 16 63 Jl 2 '24

Platt's oilgram used as contract basis. J: M. Hall. Nat Pet N 16:74+ S 17 '24

Proposes new marginal contract based on spot prices. Nat Pet N 16·37 O 29 '24

Pure gives discounts to big buyers of gasoline and other oils R. B Stafford. Nat Pet N 17 17-18 S 23 '25

Refiners shy at contract. Pet Age 14·16-17 N 15 '24

Spot refinery market proper basis for marginal contracts. Nat Pet N 16·29-30 D 8 '24

Laws and regulations

Government in business disastrous to independent dealers. W. K. Halbert. il Nat Pet N 17·22-4 Ag 26 '25

Wisconsin jobbers find no hardship under price publicity rule. W. K. Halbert. Nat Pet N 17.56-8 Je 17 '25

Statistics

Consumption of gasoline by states. Survey of Cur Business 45:28 My '25

Consumption of gasoline exceeds that of milk by 4 to 1. R. B. Stafford. Nat Pet N 17: 55-6 F 11 '25

Cracking gives fourth of gasoline output; can be further expanded. Nat Pet N 17:18-19+ Jl 1 '25

Curtailing of crude run to stills justified by Bureau's figures. V. B. Guthrie. Nat Pet N 16:29-30 My 14 '24

Gasoline. Survey of Cur Business 30:84, 85; 36:94 F, Ag '24

Gasoline consumption by states for two months of 1925 and rate of change over last year. Nat Pet N 17:30 My 6 '25

GASOLINE Industry—Statistics—*Continued*
Gasoline ranks fourth among all commodities exported in 1924. Nat Pet N 17 98 Je 10 '25
Gasoline stocks lower than year ago; rate of consumption gaining R B Stafford. Nat Pet N 17·71+ O 14 '25
Increased cracking operations swell May gasoline output Nat Pet N 17.20 Jl 22 '25
1923 good year after all Pet Age 13 16 Mr 1 '24
Ratio of output of natural to refinery gasoline expected to decline. J C. Chatfield Nat Pet N 17 29-30 N 4 '25
Record gasoline demand shows output capacity more than ample R. B Stafford Nat Pet N 17·37-9 S 9 '25
Tax and inspection figures show growth of gasoline demand Nat Pet N 16 32e Jl 2 '24
World consumption of gasoline Index p 14 S '25
World trade in gasoline. H. S Fox U S Bur For & Dom Com Trade Promotion ser 20 1-97 '25

California

Feeling the industry's pulse H G James. Pet Age 16 16-17 S 15 '25
Future of the natural gasoline industry in California C: F Bevan Nat Pet N 16 93+ Ap 30 '24; Excerpt Pet Age 13 81+ My 1 '24
Increasing volume of California gasoline to be marketed East V W Killick Nat Pet N 17·36-8 Jl 15 '25

Georgia

Georgia court dissolves injunction fixing price of gasoline Nat Pet N 17 56 Ap 1 '25
Georgia court orders oil companies not to raise price of gasoline R B Stafford Nat Pet N 17 30-1 Mr 11 '25

Iowa

Spooks of 1923 oil disaster haunt Iowa's legislative halls W K. Halbert Nat Pet N 16 83+ Ap 16 '24

Massachusetts

Massachusetts commission urges public to seek cut-price gasoline V B Guthrie Nat Pet N 17 39-42 S 16 '25

Missouri

Missouri attorney general moves to oust Standard of Indiana J C Chatfield Nat Pet N 16·35-6 S 17 '24
S. O Indiana declares Burton licenses open field to competitors Nat Pet N 16 79 O 15 '24
Statement on Indiana Standard at Missouri hearing R W Stewart Nat Pet N 16 93+ S 24 '24

Nebraska

Bryan may take gas war thru campaign W K. Halbert il Nat Pet N 16 20-1+ Ag 20 '24
Cut-rate gasoline stations welcomed by grateful Omaha folk. W K. Halbert il Nat Pet N 16·51+ My 28 '24
Standard of Nebraska joins fight on muncipal station W K Halbert. Nat Pet N 17 97-8 Je 10 '25
Supreme effort of state's attorneys fails to damage industry. W. K Halbert Nat Pet N 16:25-6+ S 17 '24

South Dakota

Employees will lose most if Gunderson drives out the oil companies R W Stewart Nat Pet N 17·60+ O 7 '25
Legal controversy over state gasoline stations. Nat Pet N 16 17-18+ My 11; 20-2 Je 25; 31-2 Jl 2; 29-31 S 3 '24. 17·22 Jl 29, 22-4 Ag 26; 31-3 S 2; 73+ S 9; 46-7 S 16 '25
South Dakota officials prohibited from selling gasoline and oil Nat Pet N 17 25-6 N 4 '25

United States

Consumption of gasoline by states, 1921-1923 Survey of Cur Business 34:52 Je '24
Distribution of gasoline and methods of price control. H. Thompson. Ann Am Acad 116: 89-95 N '24
Does increasing yield of gasoline cause industry to fool itself? P. Truesdell. Nat Pet N · 16:29-30 S 10 '24
Domestic gasoline consumption is below normal first six months. J. C. Chatfield. Nat Pet N 16:34 Ag 13 '24
Eight billion gallons estimated as 1924 gasoline consumption. J. C. Chatfield. Nat Pet N 15 37-8 D 19 '23
Filling station is good place to tell oil industry's story. A E. Chandler. Nat Pet N 17 63+ Ja 28 '25
Five companies do most of gasoline jobbing in Pacific Northwest. V. B Guthrie. Nat Pet N 16·81+ N 12 '24
Gasoline and kerosene consumption. Am Pet Inst Bul v 5 4 F 29 '24
Gasoline consumption by states in the years 1922 and 1923. Am Pet Inst Bul 5:1-3 Mr 7 '24
Gasoline consumption by states, 1923 and 1924. Am Pet Inst Bul 6·1-4 Mr 18 '25
Gasoline figures show Mid-continent to be in fair position J. C. Chatfield. Nat Pet N 16 27+ Je 18 '24
Gasoline index numbers and numerical data, 1921-1924. Survey of Cur Business 31:49 Mr '24
Gasoline manufacturing industry. L. M. Fanning Annalist 23 732 Je 30 '24
Gasoline market Published in weekly numbers of Commercial and financial chronicle
Gasoline markets hinge on exports and output during winter. J. C. Chatfield. Nat Pet N 16 30C-D D 10 '24
Gasoline stocks, added to during May should be warning to refiners. Nat Pet N 17:25-6 Jl 8 '25
How much is the gasoline refining business overbuilt, and where? H H. Smith. charts Nat Pet N 16:17-20+ D 31 '24
Huge overproduction is chief feature of 1923 petroleum business. J E Pogue. Automotive Ind 50.169-74 Ja 24 '24
Increase in gasoline gallonage seems less than expected. Nat Pet N 16 69-70 Je 18 '24
Industry still in dumps. R. R. Moore. Pet Age 13 13+ Je 1 '24
Jobbers are paying refiners promptly, credit relations better J C Chatfield Nat Pet N 17 23-4 Jl 22 '25
Jobbers in 33 states report stocks on same basis as in 1924 P Truesdell. Nat Pet N 17 31-2 Jl 22 '25
Marginal contracts not offered by Mid-continent refiners J. C. Chatfield Nat Pet N 15 27 D 19 '23
Mid-continent gasoline statistics present optimistic picture. J C. Chatfield. Nat Pet N 17 31-2 Ap 29 '25
Minimum inventories and flexible runs policy of Mid-continent refineries. J. C. Chatfield. Nat Pet N 17 41-2 S 30 '25
1923 domestic production and consumption of petroleum and gasoline the largest on record Comm & Fin Chr 118 256-7 Ja 19 '24
1924 domestic gasoline consumption estimated at over 8 billion R. B Stafford. Nat Pet N 16 17-18 Ja 23 '24
Perils ten years hence; where will the independents get their supply of gasoline. H F. Brownell. Pet Age 15:26-7 Ap 15 '25
Report on the probable future demand for petroleum in the United States. Nat Pet N 17 31-5 Ag 12 '25
State gasoline figures show weather governs volume of trade R B Stafford. map Nat Pet N 16.53+ Mr 26 '24
Whither are we drifting? Omaha in gasoline business H. G. James. Pet Age 13:15-16+ My 1 '24

Wisconsin

Now is the time for the oil industry to fight meddlers to a finish W. C. Platt. Nat Pet N 17·17-19 Ag 26 '25
Secret prices become unlawful in Wisconsin, May 4. Nat Pet N 17:22 Ap 22 '25

GASOLINE Industry—Wisconsin—*Continued*
Wisconsin jobbers find no hardship under price publicity rule W. K. Halbert. Nat Pet N 17.56-8 Je 17 '25
Wisconsin oil jobbers meeting has good program Nat Pet N 17 35 Ag 26 '25
Wisconsin quizzes oil men. H. Giaffis Pet Age 13·13-14 Je 15 '24
See also Wisconsin independent oil jobbers

GASOLINE locomotives. See Locomotives, Gas and oil

GASOLINE pipe lines
Pipe line used to transport raw natural gasoline. P Wagner Nat Pet N 15 58 D 19 '23

GASOLINE pumps
Hardoll French gasoline pump can be operated from a distance. il Nat Pet N 17:140+ My 13 '25
Shell kerbside petrol pump il diags Engineering 117 301-4 Mr 7 '24

GASOLINE service stations
Andy finds prize station; North Shore, Chicago. R A M. Anderson Pet Age 16:28-9 Jl 15 '25
Andy hands belt to Elgin. R. A. M. Anderson il Pet Age 14 50 S 1 '24
Antique mansion home is replaced by neat service station. W. K Halbert. il Nat Pet N 16·53-4 Mr 19 '24
Appearance his best ads C. M Alexander il Pet Age 15 46+ Ap 1 '25
Big stations for big sites. R A M. Anderson il Pet Age 16 32+ Ag 15 '25
Build 'em right at start W: B Goolsby. il Pet Age 13 54-5+ Ap 15 '24
Build palatial station to comply with rulings in restricted district at Coral Gables, Miami, Fla. il Nat Pet N 17 77 My 13 '25
Building materials—brick R. A. M. Anderson Pet Age 15 29+ F 15 '25
Calculate operating cost and profit before building stations P L Welsh Nat Pet N 16 107+ Mr 12 '24
Causeway service station at Miami R A M Anderson il Pet Age 14.69+ O 1 '24
Correct gardening not too expensive for service station grounds. Nat Pet N 17:63-4+ Mr 4 '25
Doling up for few dollars R. A. M Anderson. il Pet Age 14 45 Jl 1 '24
Dress your station up with flowers; here is how to go about it Nat Pet N 17 90-2+ Ap 1 '25
Four leaf clovers appear in New Orleans, may bloom elsewhere this year V B Guthrie il Nat Pet N 16 62-3+ F 27 '24
Glacier Park and Belton service station synonymous to many tourists N M Mainpa il Nat Pet N 17 69-70+ S 16 '25
How far will membership company go? P Truesdell Nat Pet N 16 28+ Ja 16 '24
How Standard Oil (Ky) builds 'em R A M Anderson il Pet Age 14 30 D 1 '24
How S O. of O builds 'em; station in Oxford, O R A M. Anderson. il Pet Age 13 52-3 Ap 15 '24
Improved station grounds attract trade il Nat Pet N 17 63-4 Mr 11 '25
In ancient St Augustine R A M. Anderson il Pet Age 14·27-8 N 1 '24
Lesson from Rochester, filling station owners organize. R L Taylor Pet Age 14 27-8 D 1 '24
Lessons from Kansas City; group idea. R. A M Anderson. Pet Age 15·40+ Ap 15 '25
Looking 'em over in Miami R A. M Anderson. il Pet Age 14·42+ S 15 '24
Monarch oil company's model station in Kansas City, Mo R A M. Anderson. il Pet Age 15 39 Je 1 '25
Nearing saturation point? survey in Cleveland. F. A. Meckel Pet Age 14:15 S 15 '24
New style in Kentucky A. W. Williams. il Pet Age 13:54+ Mr 15 '24
Open-face type in South. R. A M. Anderson. Pet Age 14·27-8 O 15 '24
Our oldest oil company; Jenney manufacturing co, Boston L. F. Pratt. il Pet Age 15:37-8 My 1 '25
Personality builds gasoline sales; Dick Wick Hall of Salome, Ariz. V. B. Guthrie. il Nat Pet N 17:65+ Jl 22 '25
Pickings poor in 150 miles around Chicago. R. A. M. Anderson. il Pet Age 14:37-8 Ag 15 '24
Psychology in station game. B. F. Ruby. Pet Age 16·26+ Jl 15 '25
Pumps instead of tin cans; British take to American methods in service stations. L. J. Coulter. Pet Age 14:44+ S 15 '24
Retailing from bulk plants. R. A. M. Anderson. il Pet Age 16:28+ Jl 1 '25
Selling gasoline in the Soo R. A. M Anderson il Pet Age 14.37-8 Ag 1 '24
Service station field is playground for architectural design. il Nat Pet N 17:72+ My 13 '25
Service stations Published in semi-monthly numbers of Petroleum age
Skelly seeks snappy sites R A M Anderson il Pet Age 16.26+ S 1 '25
South Chicago station copies California style R. A. Anderson. il diag Pet Age 14.37-8 Jl 15 '24
Station building an art R A M Anderson. Pet Age 15 48+ Ap 1 '25
Station building—frame R A. M. Anderson. il Pet Age 15 28+ Mr 1 '25
Study your equipment first R L. Taylor. il Pet Age 16 30+ Jl 1 '25
Super idea spreads East. F. H. Williams Pet Age 15 40-1 Ag 15 '25
Tendency is toward better stations rather than more of them W. K. Halbert. Nat Pet N 17 75-6 My 13 '25
Texas co rules Palm Beach R A M Anderson il Pet Age 14 25-6 N 15 '24
33,399 gallons in one day; Redmond filling station of Schenectady, N.Y. il Pet Age 14: 42+ Ag 1 '24
32 pumps at this station; world's largest at Pittsburgh R McDaniel il Pet Age 16 28+ O 1 '25
This filling station is genuine auto department store, Mayer auto station, Rochester, N Y. R B Stafford il diag Nat Pet N 17: 52-4 Ag 26 '25
This high roof new feature of service station in Lake county, Ill R A. M Anderson il plan Pet Age 13 56+ Je 15 '24
Trim buildings sell more gas. il Bldg Age 47. 97 N '25
Variety in station roofs R A M Anderson Pet Age 15 24-5 Mr 15 '25
What type shall I build? R A M Anderson il Pet Age 15 25+ Ja 1 '25
Where the site is small diag Pet Age 14 28+ N 1 '24
Why not give 'em thrills? F H Williams Pet Age 14.28+ N 15 '24

Advertising

Ads for women drivers V. Caldwell. il Pet Age 15 40 Je 15 '25
Democracy of advertising; M. J. Elliot, of Suffolk, Va, protests against Standard oil filling stations R. Crothers Ptr Ink 127: 146+ Je 12 '24
Do advertising managers stay too close to their desks? R Crothers. Ptr Ink 126·25-6+ F 14 '24
Ever try direct mail ads? F. H. Williams. Pet Age 15.25-6 F 15 '25
Finds humor pays in ads F. H Wilson. Pet Age 16:64-5 Ag 15 '25
How much for advertising? F. A. Meckel il Pet Age 13.73+ Ap 1 '24
Ice cream as a lure. J· T. Bartlett. Pet Age 13·48 Je 15 '24
In and outs of advertising R L. Heaton. il Pet Age 13·45-6+ Ap 15 '24
Mostly take-off in copy A L. Ross Pet Age 16:32-3 Jl 15 '25
My ads—big or little? W Piper Pet Age 15· 32 Ja 1 '25
On trail of new customers. G. Triplett. Pet Age 14 32+ O 15 '24
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Employees

Solving hired help problem W. H Cotrel Pet Age 15 29+ My 15 '25

Equipment

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Is fuel oil trade yours? J E Foster il Pet Age 14 74+ O 1 '24

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When you can't buy a corner F. H. Williams. Pet Age 14 52+ S 1 '24

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As help sees the boss F H Williams Pet Age 15 39+ Ap 1 '25
Be civil, but not servile F H Williams. Pet Age 16 29-30 S 1 '25
Car congestion aids sales, selling parking space at low figure doubles his gasoline output B F Ruby Pet Age 16 32+ S 15 '25
Car-washing era here soon R A M Anderson Pet Age 15 28-9 My 15 '25
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Harmonics due to slot openings C A M. Weber and F W Lee diags Am Inst E E J 43 1129-32 D '24
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My fifty-eight years in chemistry H W Wiley Chem Age 32 447-8 N '24
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HARTT, Dudley N
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Work of National conference on street and highway safety. A. B. Barber. Elec Ry J 66:617 O 10 '25

NATIONAL conference on utilization of forest products
Conference, Washington, D.C., Nov. 19-20. Coal Age 26:764 N 27 '24; Paper Tr J 79:21-3 N 27 '24; Ptr Ink 129:95-6+ N 27 '24; Chem & Met Eng 31:857-9 D 1 '24; Manuf Rec 86:71-2 N 27 '24
Report, November 19-20, 1924. il U S Agric Misc Circ 89:1-100 Ap '25
Report of committee on permanent organization Ry R 75:878-9 N 29 '24

NATIONAL container association
Annual convention, New York, Nov. 20-21 Paper Tr J 77 30 D 6 '23

NATIONAL convention of insurance commissioners
Convention, Seattle, Wash. Spectator 113:3+ Ag 7 '24
National convention of insurance commissioners H: D. Appleton. Spectator 113:61-2+ sec 2 Jl 17 '24

NATIONAL council of business mail users
Chicago conference starts postal revision move. Ptr Ink 131:57-8 Ap 23 '25

NATIONAL council on compensation insurance
National council on compensation insurance. W: Leslie. Spectator 113:70-3 sec 2 Jl 17 '24

NATIONAL dairy council
Getting advertising harmony in a widely scattered industry. Ptr Ink 129:136+ O 9 '21

NATIONAL defense day
Defense day and what it means. W: Weigel. Am Ind 25:13-14 S '24
National defense day—opposition thereto of Gov. Bryan of Nebraska—purpose explained by President Coolidge. Comm & Fin Chr 119.654-8 Ag 9 '24

NATIONAL distribution conference
Conference, Washington, Jan. 14-15. Ptr Ink 130:163 Ja 22 '25; Iron Age 115:287-8 Ja 22 '25; Iron Tr R 76:354 Ja 29 '25

NATIONAL distributors' association
How spot stock can strengthen the selling machine G. A Nichols. Ptr Ink 126 17-20 Ja 3 '24

NATIONAL district heating association
Annual convention, 15th, New York, June 10-12 Heat & Ven 21:76-80 Jl '24
Annual convention, 16th, West Baden, Ind., May 19-22. Dom Eng 111:45+ My 30 '25; Power Pl Eng 29:666-7 Je 15 '25; Heat & Ven 22:69-73 Je '25

NATIONAL drainage congress
Annual meeting, 12th, St Louis, Jan. 16-17 Eng N 92:213 Ja 31 '24
Annual meeting, 13th, Chicago, Jan. 5-7. Eng N 94:128 Ja 15 '25

NATIONAL electric light association
Annual convention, 47th, Atlantic City, May 19-23 Elec W 83:1043-96 My 24 '24; Power 59:879-81 My 27 '24; N E L A Bul 11:323-57 Je '24; Power Pl Eng 28:675-6 Je 15 '24
Annual convention, 48th, San Francisco, June 15-19. Elec W 85:1302-55 Je 20 '25; Eng N 94:1073+ Je 25 '25; J Elec 55:3-24 Jl 1 '25; N E L A Bul 12:405-58 Jl '25
Commercial man's responsibility in public service. W. R. Putnam. Pub Serv Management 38:166-7 Je '25
Convention articles, addresses, and historical sketches of geographic divisions. N E L A Bul 12:619-60 O '25
Electric light and power industry. F. T. Griffith. Elec J 22:239-42 Je '25
National electric light association. W. H. Johnson. Elec J 21:183-5 My '24
N.E.L.A. in 1885. il N E L A Bul 12:94-100 F '25
N.E.L.A. in 1925. M. H. Aylesworth. il chart N E L A Bul 12:101-6 F '25
N.E.L.A. technical men adopt program. Elec W 84:1018 N 8 '24

NATIONAL electric light association—*Cont.*
Presidents of the N.E.L.A. N E L A Bul 12: 81-93 F '25
Relation of the National electric light association to the electrical industry. E. M. Herr. N E L A Bul 12:73+ F '25
Summary of reports of the technical national section of the N E L.A. H P Liversidge. Elec J 21 185-8 My '24
Work of the technical national section. H. P. Liversidge. Elec J 22:246-8 Je '25
Year's achievement of the N.E.L.A. M. H. Aylesworth N E L A Bul 11:420-3 Jl '24

Pacific Coast division

Activities of the commercial section, reported at meeting at Fresno, Cal., April 3-4. J Elec 54:299-303 Ap 15 '25
Annual convention, 8th, Coronado Beach, Cal., June 17-20 Elec W 83 1297, 1345-6 Je 21-28 '24, J Elec 52:381-465; 53:7-17 Je 1, Jl 1 '24
Committee reports. J Elec 54:387-534 Je 1 '25
Technical section meeting of the Pacific coast electrical association, Los Angeles, Sept 23-25. J Elec 55:310-12 O 15 '25

Rocky Mountain division

Annual convention, 22d, Glenwood Springs, Colo., Sept 14-17. J Elec 55 243-7 O 1 '25

NATIONAL electrical code
Changes in the National electrical code C. W Mitchell J Elec 51 212-13, 292-3, 372-4, 52 15-16, 124-5 S 15, O 15, N 15 '23, Ja 1, F 15 '24
National electrical code for 1925 approved by A. E. S. C Elec W 86.211 Ag 1 '25
National electrical code in diagram. Elec W 84:1381 D 27 '24
1923 National electrical code errata are announced J Elec 52 175 Mr 1 '24
Questions and answers on the new electrical code C. W Mitchell J Elec 52:137, 328 F 15, My 1 '24
Summary of the recent changes made in National electrical code G A Van Brunt. Ind Eng 83:529-31 N '25
Super-standard electrical code—the underwriter's viewpoint F J T Stewart Elec W 82:990-1 N 10 '23; Discussion J A. Hoeveler 83 383 F 23 '24
Wiring code not changed. Elec W 85:486 F 28 '25; J Elec 54:254 Ap 1 '25

NATIONAL electrical safety code
Changes in electrical safety code. Elec W 85: 788 Ap 11 '25, Nat Safety N 12 41 Ag '25

NATIONAL enameling and stamping company, Incorporated
Annual report for year ending December 31, 1924 Comm & Fin Chr 120 971 F 21 '25

NATIONAL erectors' association
Attack on the erectors fails W. Drew Am Ind 24 40 N '23

NATIONAL exposition of power and mechanical engineering
National exposition, 2d, New York. Power 58: 904-9, 949-54 D 4-11 '23; Power Pl Eng 28: 102-17 Ja 1 '24; Iron Age 112 1589 D 13 '23
National exposition, 3d, New York, Dec. 1-6 Blast F & Steel Pl 12 563-5; 13:29-30 D '24-Ja '25, Chem & Met Eng 31:1014-17 D 29 '24; Iron Tr R 75:1584-5 D 11 '24; Paper Tr J 79: 25-7 D 11 '24; Power 60 899-904, 940-8 D 2-9 '24, Textile World 66:3286 D 6 '24; Power Pl Eng 29.98-115 Ja 1 '25

NATIONAL fertilizer association
New national fertilizer association is formed by merger of old organizations. Oil Paint & Drug Rep 107:21+ Je 15 '25
New organization with same name takes over body formed in 1876. G. Ober, jr. Oil Paint & Drug Rep 107.50+ Je 15 '25

NATIONAL fire protection association
Annual meeting, 28th, Atlantic City, May 13-15 Safety Eng 47:271-82 Je '24
Annual meeting, 29th, Chicago, May 12-14. Safety Eng 49 244-6 Je '25
National fire protection association. P. Bugbee. Spectator 113:38+ sec 2 Jl 17 '24
Outline of reports to be presented at 29th annual meeting. Safety Eng 49:143-6 Ap '25

NATIONAL fire waste council
Fall meeting, Washington, Sept. 26. Spectator 113.13-14 O 2 '24; Econ W n s 28:492-3 O 4 '24

NATIONAL foreign trade convention
Annual meeting, 11th, Boston, June 4-7. Bankers M 109:87-93+ Jl '24
Annual meeting, 12th, Seattle, June 24-27. Bankers M 111:217-22 Ag '25; Am Mach 63: 78a-b Jl 9 '25

NATIONAL founders' association
Annual convention, 27th, New York, Nov. 21-22 Iron Age 112 1449-51+ N 29 '23, Iron Tr R 73:1494-5 N 29 '23
Annual convention, 28th, New York, Nov 19-20 Iron Age 114 1411-15 N 27 '24; Iron Tr R 75:1447-8+ N 27 '24; Manuf Rec 86:61-3 N 27 '24

NATIONAL fraternal congress of America
National fraternal congress of America. Spectator 113:79-80 sec 2 Jl 17 '24

NATIONAL gas council of Great Britain and Ireland
Annual general meeting, 6th, London, July 8. Gas J (Lond) 167 312-16 Jl 16 '24
Annual general meeting, 7th, London, May 26 Gas J (Lond) 170 658-62 Je 3 '25

NATIONAL good roads show
Annual convention, 22d, Chicago, Jan. 5-9 Can Eng 48 153-4 Ja 20 '25; Good Roads 68. 47-9 F '25; Eng & Contr (R & S) 63 65-74 Ja 7 '25
14th good roads show, Chicago, January 15-17 Good Roads 56 1-3, 35-40 Ja-F '24; Eng & Contr (R & S) 61 5-15 Ja 2 '24

NATIONAL hardware association
Annual meeting, 13th, Philadelphia, May 9-10 Sheet Metal Worker 15 334-5+ My 23 '24
Annual meeting, 14th Cleveland, May 15-16 Iron Age 115:1517-18 My 21 '25, Iron Tr R 76 1358-9 My 21 '25 Sheet Metal Worker 16 278-80 My 22 '25
Metal branch meeting, Atlantic City, October 15 Sheet Metal Worker 15 760-1+ O 24 '24

NATIONAL highway traffic association
Annual meeting, New York, Dec 2 Automotive Ind 51:1012-13 D 11 '24, Bus Transportation 4:34 Ja '25

NATIONAL industrial advertisers' association
Annual convention, Chicago, Oct. 13-14 Ptr Ink 129:111+ O 2, 33 O 16, 41-2 O 23 '24
Annual convention, 4th, Atlantic City, Oct 19-21 J A. Murphy. Ptr Ink 133 25-6+ O 29 '25

NATIONAL industrial conference board
Nine years of activity Special Lib 16 231 Jl '25

NATIONAL industrial traffic league
Annual meeting, Chicago, Nov 14-15 Ry Age 75 978-81 N 24 '23
Annual meeting, New York city, Nov. 19-20. Ry Age 77:915-6, 985-7 N 22-29 '24

NATIONAL institute for research in colloid chemistry (proposed)
Laboratory apparatus and equipment. R. P. Cargille il plans Chem Age 32:339-40 Ag '24

NATIONAL institute of credit associates
Cash value of special training; salary increases W. Gregg Credit M 26:7 D '24

NATIONAL knitted outerwear association
Annual convention, Brooklyn, N.Y., July 9-10. Textile World 68:343-8 Jl 18 '25
Annual convention, Philadelphia, Sept 18-20 Textile World 66:1537-8, 1682-4+ S 20-27 '24
Western district 4th semi-annual meeting, Green Bay, Wis., June 26-27. Textile World 67:75-6 Jl 5 '24

NATIONAL lead company
National lead company. Moody's Inv Serv 16: 221-4 My 29 '24
National lead company does not control Patino tin properties A B Parsons Eng & Min J 118:663 O 25 '24

NATIONAL machine tool builders' association
Annual convention, 23d, Lenox, Mass., Oct. 8-10 Am Mach 61.636-b O 16 '24, Iron Age 114·983-6 O 16 '24; Mach 31·189-91 N '24
Annual meeting, 24th, Washington, Sept 30-Oct. 2 Am Mach 63 604-a O 8 '25; Iron Age 116:956-61 O 8 '25, Iron Tr R 77 932-4 O 8 '25, Mach 32:191-3 N '25
Meeting, Buffalo, May 22-24 Iron Age 113: 1582a-f My 29 '24, Iron Tr R 74 1440-1+ My 29 '24, Mach 30·767 Je '24
Spring convention, 23d, Buffalo, April 29-May 1 Mach 31:693-4 My '25; Am Mach 62 756-a My 7 '25; Iron Age 115·1358-61 My 7 '25, Iron Tr R 76·1225-7 My 7 '25

NATIONAL metal trades association
Annual convention 26th, New York city, April 23-24 Iron Tr R 71 1183-4+ My 1 '24; Iron Age 113 1279+ My 1 '24
Annual convention, 27th, Cleveland, Ohio, April 22 Am Mach 62·718a Ap 30 '25; Iron Age 115:1265-70 Ap 30 '25; Iron Tr R 76:1157-9 Ap 30 '25

NATIONAL motor bus association
A A A urges need for action on national association Bus Transportation 4·522 O '25
Changes suggested in N M B A. set-up by California carriers Bus Transportation 4 459-60 S '25
Favors joining A A A. C R Woods Bus Transportation 4:396 Ag '25
No affiliation between the National motor bus association and the American automobile association Bus Transportation 4·355 Jl '25
Organization meeting, Chicago, June 17-18 Elec Ry J 65 1019 Je 27 '25; Bus Transportation 4 321-2 Jl '25
Plans Bus Transportation 3·533-4 N '24

NATIONAL motorists' association
Serving the motorist R· H Lee Ann Am Acad 116 266-8 N '24

NATIONAL museum of engineering and industry
American museum of engineering Mech Eng 47·865-6 O '25
Insull honored as president of engineering museum Power 61 1012 Je 23 '25
National museum of engineering and industry. I S Proper il plan Power 62 55-8 Jl 14 '25
Proposed National museum of engineering and industry to be erected at Washington D C il Am Mach 62 159 Ja 22 '25; Eng N 94 333 F 19 '25, N E L A Bul 12 176-7 Mr '25

NATIONAL museum of fine arts (proposed)
National museum of the fine arts in Washington H Croly Arch Rec 55 599 Je '24

NATIONAL non-partisan league
Problems of farmers of Northwest, North Dakota and Non-partisan league R A Nestos Comm & Fin Chr 117·2280-1 N 24 '23

NATIONAL oil shale conference
Convention, Sacramento, Calif. Oct 2 (Quarterly v. 19, no 4) 98p Colorado school of mines, Golden, Col O '24

NATIONAL paint, oil and varnish association
Annual convention, 37th, Atlantic City, Oct. 20-22 Oil Paint & Drug Rep 106·3+ O 29 '24
Annual convention, 38th, Cleveland, Oct 21-24 Oil Paint & Drug Rep 108:20 O 26; 3-81 N 5 '25
First Southern zone regional meeting, Atlanta, Ga Oil Paint & Drug Rep 107 22+ My 25 '25
Western zone regional convention, Seattle, July 15-17. Oil Paint & Drug Rep 108·22+ Jl 27 '25

NATIONAL paper trade association
Annual meeting, 21st, New York, April 8. Paper Tr J 78.259+ Ap 10 '24. Paper 33: 150+ Ap 17 '24
Annual meeting, 22d. Paper Tr J 80:29-54+ Ap 2 '25
Fall conference, Chicago, Oct. 13-15. Paper Tr J 79:23-7 O 23 '24
Fall conference, Chicago, Oct. 5-7. Paper Tr J 81·23-4 O 15 '25

NATIONAL parks and reserves
Bid of the Southern highlands for national parks. A. L. Powers. Manuf Rec 87:83 Je 11 '25
National park in our southern highlands. A. L Powers. il Manuf Rec 85:101-4 Mr 6 '24
See also Smoky Mountain national park (proposed); United States—National park service

NATIONAL paving brick manufacturers' association
Annual meeting, Cincinnati, Ohio, Jan. 22-23. Brick & Clay Rec 64:179-81 F 5 '24
Annual meeting, St. Louis, Jan. 20-22. Good Roads 68:49+ F '25; Brick & Clay Rec 66: 195-7 F 3 '25

NATIONAL petroleum association
Annual meeting, 22d, Atlantic City, R. B. Stafford. Nat Pet N 16:33-4+ S 24 '24
Annual meeting, Atlantic City, Sept. 16-18. Oil Paint & Drug Rep 108:21+ S 21 '25; Nat Pet N 17:25-8 S 23 '25
Semi-annual convention, Cambridge Springs, Pa., April 23. Nat Pet N 16:48 Ap 30 '24
Semi-annual meeting, Cambridge Springs, Pa., April 22-23. Nat Pet N 17:33-40 Ap 29 '25

NATIONAL petroleum marketers' association
Complete registration of N. P M A Cleveland convention, 1924. Nat Pet N 16:63-4+ N 26 '24
Convention, Cleveland R B. Stafford Nat Pet N 16·43+ N 26 '24
1923 great year for N P M A R. R Moore Pet Age 13 11-12 Ja 15 '24
Why independent marketers want refinery H. F Brownell Nat Pet N 17:34-5 N 4 '25

NATIONAL physical laboratory, Teddington. See Great Britain—National physical laboratory, Teddington

NATIONAL pipe and supplies association
Annual convention, 15th, Cleveland, May 22-23 Iron Age 113 1584 My 29 '24, Sanitary & Heat Eng 101 352-4 My 30 '24
Annual convention, 16th, French Lick, Ind., May 26-28 Dom Eng 111·44+ Je 6 '25; Sanitary & Heat Eng 103:418-19+ Je 12 '25

NATIONAL pressed metal society
Organization Blast F & Steel Pl 13:255 Je '25

NATIONAL publishers association
Annual meeting, 6th, Shawnee-on-Delaware, Pa., Sept 29-Oct. 1. Ptr Ink 133:44 O 8 '25

NATIONAL radio conference
National radio conference, 3d, Washington, Oct 6-10 Comm & Fin Chr 119·2136-7 N 8 '24
Third radio conference makes for better radio service. C. H Butman. il Radio N 6:901+ D '24

NATIONAL register of electrical installation contractors
Annual meeting, 1st, London, Mar. 27. Electrician 94:402-3 Ap 3 '25

NATIONAL research council
Psychological work of the National research council. R M. Yerkes. (Reprint and Circ Ser. 48) p 1-7 20c National research council, 1701 Massachusetts av., Washington, D.C. '23
Statement of activities of the National research council for the year July 1, 1922-June 30, 1923 V. Kellogg. (Reprint and Circ. Ser. 49) p 1-16 25c National research council, 1701 Massachusetts av., Washington, D C '23

Advisory board on highway research
Annual meeting, 3d, Washington, D C., Nov. 8. Automotive Ind 49:1008-9 N 15 '23
Brief of annual meeting of Advisory board on highway research, Washington, D.C., Nov. 8-9. Munic Eng 65:253-7 D '23
Highway research board fourth annual meeting held at Washington in December. J. L. Harrison. Pub Roads 5:5-8 Ja '25; Same. Munic & Co Eng 68:3-6 Ja '25; Same. Eng & Contr (R & S) 63:263-8 F 4 '25; Same cond. Can Eng 48:147-8 Ja 20 '25

NATIONAL research council—Advisory board on highway research—*Continued*
Highway research board organized. Eng & Contr (R & S) 62:494-5 S 3 '24; Pub Roads 5:13 S '24
Highway research more than pays for itself. D. G. O'Connor. Automotive Ind 51:1005-6 D 11 '24
Proceedings of the third annual meeting of the Advisory board on highway research, Division of engineering. W: K. Hatt and E. R. Olbrich, eds. il Nat Research Council Bul v 8, pt 1:1-162 Mr '24
Research an important factor in highway improvement. Soc Auto Eng J 13:495-6+ D '23

NATIONAL retail coal merchants' association
Annual convention, 7th, Bluefield, W. Va., June 4-5. Coal Age 25:883-4 Je 12 '24

NATIONAL rivers and harbors congress
Annual convention, 20th, Washington, D C., December 10-11. Eng & Contr (Ry) 63:609-10 Mr 18 '25

NATIONAL safety council
Annual congress, 12th, Buffalo, Oct. 1-5. Monthly Labor R 17:1165-6 N '23
Annual congress, 13th, Louisville, Kentucky, Sept. 29-Oct. 3. Safety Eng 48:161-3 O '24; Coal Age 26:513-15 O 9 '24; Iron Age 114: 921+ O 9 '24; Iron Tr R 75.956 O 9 '24; Ry Age 77:647-9 O 11 '24; Spectator 113:4+ O 9 '24; Blast F & Steel Pl 12:497 N '24; Bus Transportation 3.531-2 N '24; Monthly Labor R 19:1146-8 N '24; Nat Safety N 10 12-18+ N '24
Annual congress, 14th, Cleveland, Sept. 28-Oct 2. Safety Eng 50:208-15 O '25; Am Mach 63:604d-e O 8 '25; Coal Age 28:499-501 O 8 '25; Elec Ry J 66:556-8 O 3 '25; Eng & Min J 120.589-90 O 10 '25; Foundry 53:818 O 15 '25; Iron Age 116·954-5+ O 8 '25; Iron Tr R 77:859, 943-7 O 1-8 '25; Nat Safety N 12: 23-9 N '25
From Milwaukee, 1912, to Louisville, 1924 W: H. Cameron. Nat Safety N 10:15+ O '24
Michigan state safety conference, Grand Rapids, Mich., March 23-24. Nat Safety N 11:21-3 My '25
Midwest safety conference of the American society of safety engineers—engineering section, National safety council, Chicago, Jan 19 Nat Safety N 11:33 F '25
President's annual address. C. B. Auel. Nat Safety N 12:11-12 O '25
Safety organizations to consolidate. Iron Tr R 74 366 Ja 31 '24
Successful Cleveland meeting ends district conferences. plan Nat Safety N 9.34 Je '24

NATIONAL spun silk co., New Bedford, Mass.
How a spun silk plant fits men to its jobs. D. G. Woolf. Textile World 66:753-5 Ag 9 '24

NATIONAL student forum
"The youth movement" in colleges with its trend to socialism and other evils. Manuf Rec 86·61-6 Jl 10 '24

NATIONAL supply and machinery distributors' association
Convention, Cleveland, May 19-21. Iron Age 113:1570-2+ My 29 '24, Iron Tr R 74.1438-9 My 29 '24
Convention, Atlantic City, April 27-29. Iron Age 115 1355-7+ My 7 '25; Iron Tr R 76: 1223-4 My 7 '25

NATIONAL tire dealers' association
Annual convention, 4th, New York city, Nov. 13-15. Automotive Ind 49:1042-3 N 22 '23

NATIONAL trade extension bureau
Advertising and sales managers' conference of the National trade extension bureau, Evansville, Indiana, November 5-7. Dom Eng 109:41+ N 15 '24
Annual conference, 3d, Evansville, Ind., Oct. 29-31. Dom Eng 105:275-8 N 10 '23; Sanitary & Heat Eng 100:320-4 N 16 '23
Are you too busy to read? W: J. Woolley. Dom Eng 110:79+ Ja 10 '25
Trade extension services grow. W: J. Woolley. Dom Eng 112:41+ Jl 18 '25

NATIONAL transportation conference. See Transportation conference, Washington, D.C., 1924

NATIONAL transportation institute
Aims and plan. Elec Ry J 62:945 D 1 '23
First report of the research council. Ry Age 76:283-4 Ja 26 '24
Research program. Ry Age 75:1174 D 22 '23

NATIONAL varnish manufacturers' association
Annual meeting, 22d, Atlantic City, Oct. 16. Oil Paint & Drug Rep 106.69-71 O 29 '24
Annual convention, 23d, Cleveland. Oil Paint & Drug Rep 108:22+ O 26; 32-7 N 5 '25

NATIONAL vigilance committee
Machinery of organized truth-in-advertising work. Ptr Ink 129:120+ D 25 '24
See also National better business bureau of the Associated advertising clubs of the world

NATIONAL warm air heating and ventilating association
Annual convention, 11th, Cleveland, April 16-17 Heat & Ven 21 64 My '24, Sheet Metal Worker 15:254-5+ Ap 25 '24
Annual meeting, 12th, Cleveland, April 15-16. Am Soc Heat & V E J 31:318-20 My '25; Sheet Metal Worker 16 203-7 Ap 24 '25; Heat & Ven 22 81-2 My '25
Brief outline of furnace manufacturers' association history. E B Langenberg. Sheet Metal Worker 15:1003+ Ja 16 '25
Mid-year meeting, Urbana, Dec. 2. Sheet Metal Worker 15:873-5 D 5 '24; Heat & Ven 22:69-72 Ja '25

Trade extension bureau
Some thoughts on warm-air furnace trade extension. Sheet Metal Worker 14.951-3 Ja 4 '24
Trade extension bureau recommended. Sheet Metal Worker 14:863-5 D 7 '23

NATIONAL wholesale druggists' association
Address. S. D Andrews. Oil Paint & Drug Rep 108·7+ O 15 '25
Address. G. B. Moxley. Oil Paint & Drug Rep 106:7+ O 1 '24
Federal trade commission dismisses conspiracy charge against N.W.D.A. Oil Paint & Drug Rep 106:19 S 8 '24
Golden jubilee convention, Atlantic City, Sept. 22-25 Oil Paint & Drug Rep 106.1+ O 1 '24
Meeting, 51st, Detroit, Oct. 5-8. Oil Paint & Drug Rep 108:21+ O 12; 4-54 O 15 '25

NATIONAL wholesale dry goods association
Annual meeting, 20th, New York. Textile World 65:355-6 Ja 19 '24

NATIONAL wool exchange
National wool exchange formed in Helena, Mont. to take place of National wool warehouse & storage company. Comm & Fin Chr 119:2367 N 22 '24

NATURAL dyes. See Dyes and dyeing—Natural dyes

NATURAL gas. See Gas, Natural

NATURAL gas association of America
Annual convention, 19th, Cleveland, Ohio, May 19-22. Gas Age 53:649, 729-30 My 10, 24 '24; Nat Pet N 16:22-4+ My 28 '24; Pet Age 13·18+ Je 1 '24
Annual meeting, 20th, Atlantic City, May 18-21. Nat Pet N 17:30-3 My 27 '25

NATURAL gas gasoline. See Gasoline, Natural gas

NATURAL gasoline manufacturers, Association of. See Association of natural gasoline manufacturers

NATURAL resources
Chemistry in world affairs. H. E. Howe. il Sci Am 133:24-5, 96-7 Jl-Ag '25
Economic utilization of natural resources. H. A. C. Jenison. il Min Cong J 10:351-4 Ag '24
See also Coal; Conservation of resources; Forests and forestry; Gas, Natural; Mines and mineral resources; Peat; Petroleum; Reclamation of land; Water power; Water supply

NAUTICAL instruments
How science aids the safety of German ships. il Sci Am 132:371 Je '25
Modern navigational devices. F. E. Smith. il diags Engineer 138 534-7 N 7 '24; Excerpts. Elec R (Lond) 95:378-9 S 5 '24; Abstract. Engineering 117 299-300 Mr 7 '24
Rudder manipulation for efficient ship operation. E. A Sperry. il Marine Eng 29.31-5 Ja '24
Ship's trim indicator and shoal water alarm A. W. Nesbit il Engineering 117·617-18 My 9 '24
Traceur de routes, système Baule, pour le tracé automatique à bord des navires F. Collin. diags Génie Civil 85:233-5 S 13 '24
See also Sounding

NAVAL architects, Institution of. See Institution of naval architects

NAVAL architecture
Aeronautics in naval architecture. J C Hunsaker. Engineering 118:722-3 N 21 '24; Abstract, with discussion. Marine Eng 29.725-8 D '24
Fifty years' evolution in naval architecture and marine engineering; abstracts A Denny. Engineering 120·252-5 Ag 28 '25; Engineer 140·221-2 Ag 28 '25; Elec R (Lond) 97:332-3 Ag 28 '25; Marine Eng 31·49-53 Ja '26
Form effects and form resistance of ships. W. G. A. Perring diags Engineering 119: 718-20 Je 5 '25
Gaps to be filled in the science of naval architecture. Marine Eng 29:572-4 O '24
High-speed forms and the curvature of buttocks. P G Rouse il Engineering 117 3-5 Ja 4 '24
Japan's contribution to naval architecture; abstracts F P Purvis Engineering 119 429 Ap 3 '25; Marine Eng 30:341-2 Je '25; Discussion. Engineering 119 425-6 Ap 3 '25
Passenger ship design from an independent point of view J Anderson and R Steele. diag Engineering 117 839-40 Je 27 '24; Abstract. Engineer 138 18-19 Jl 4 '24; Discussion Engineering 117·834 Je 27 '24
Principles of naval architecture and warship construction G C: Manning and T L Schumacher. 353p U S naval institute, Annapolis, Md. '24
Recent developments in naval architecture Engineering 117 115 Ja 25 '24
Safety factors in lake ships A Lindblad diags Marine R 54.58-62 F '24
Scantling development in iron and steel merchant ships J F King diags Engineering 120·305-8 S 4 '25; Abstract Engineer 140 235-6 S 4 '25; Discussion Engineering 120 282-3 S 4 '25; Engineer 140 236 S 4 '25
Ship design. J: Biles. Engineering 117:841-4; Discussion. 832 Je 27 '24
Work of W. and R E. Froude A W Johns. Engineer 138:660-1, 687-9, 715-17 D 12-26 '24
See also Airplane carriers; Barges, Boats; Bulkheads (naval architecture); Fire boats, Fishing boats; Freight ships; House boats; Ice-breaking vessels; Load line; Majestic (steamship); Marine engineering; Motor ships, Propellers; Repair ships, Salvage ships; Ship propulsion; Ship resistance, Shipbuilding; Ships; Ships, Corrugated; Steamboats; Submarine boats; Tank ships, Torpedo boats; Towboats; Warships; Yachts

Designs and plans
Anchor-Donaldson line places new intermediate type liner in Glasgow and Montreal passenger service. diags plans Marine Eng 29:149-54 Mr '24
Big lake motorship for Henry Ford. J C. Workman. il diags plan Marine R 54:177-84, 208-11 My-Je '24
Development of ships' structural design. H. W. Curchin. diags Engineering 116:605-8 N 9 '23
Fruit carrying motorship La Playa; fitted with Camellaird-Fullagar engines. il diags plans Marine Eng 29:20-4 Ja '24
Influence of trading conditions on the design of intermediate passenger vessels; abstract with discussion. W. G. Cleghorn. Engineering 119:471 Ap 17 '25
Japanese train-ferry turbine steamer Shoho-Maru. Engineering 118:735, pl 77 N 28 '24
Largest paddle steamers ever built; Great Lakes steamers Greater Detroit and Greater Buffalo. il diags plans Marine Eng 29:612-8 N '24
Motor liner Aorangi. il diags Engineer 139: 42-6, 48 Ja 9 '25
Motorship building in Italy; the Esquilino. Marine Eng 30:493-5 S '25
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See also Bathrooms; Drainage, House; Drinking fountains; Flushometer; Gas fittings; Heating; Heating pipes; Hot water supply, Lavatories, Mechanical equipment of buildings; Pipe fitting, Pipe fittings, Pipes, Plumbers, Plumbing fixtures, Plumbing shops; Plumbing trade; Sanitary engineering, Sewer pipes, Sewerage, Solder and soldering; Steam pipes, Swimming pools, Water closets, Water distribution; Water hammer, Water pipes

Cleanouts

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Discussion of the wet vent. R M Starbuck, jr. diags Dom Eng 111:26+ My 16 '25
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Schoolmaster and his class. R M Starbuck. diags Dom Eng 106·23 Ja 12, 20-3 Mr 15, 107:27 My 3; 25-6 My 17; 108:108+ Jl 5; 25-6+ Jl 19, 39+ Ag 30; 31-2+ S 13; 33-4+ S 20; 109:35+ O 11; 38+ N 1; 21-2 N 8; 27-30+ N 15; 47+ D 6, 35+ D 20 '24; 110:41+ Ja 24; 37-8+ F 7; 25-6+ F 21; 25-6+ Mr 7; 21-2 Mr 14; 111:24-6 Ap 4; 24-5 Ap 11; 29-30+ Ap 25; 30+ My 9; 30+ Je 6; 23-6 Je 20; 112:26+ Jl 25; 33+ Ag 8; 26+ Ag 22; 20-2 S 12, 113 33+ O 3; 33-4+ O 17; 33+ N 7; 37+ N 28; 37+ D 12; 32+ D 19 '25
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Estimates for the plumber R. M Starbuck diags Dom Eng 105:55-8, 158-61, 262-6, 360-3, 466-70, 526-9+, 624-7 O 13, 27, N 10, 24, D 8-15, 29 '23; 106 20-4 Ja 12, 26-8+ Ja 26; 24-7+ F 9; 25-6+ F 23; 26-8+ Mr 8; 33-7 Mr 22; 107:26-9 Ap 5, 26-8+ Ap 19; 24-8 My 3; 24-6+ My 31, 22-6 Je 14; 27-8+ Je 28 '24
How do you estimate labor? R. M. Starbuck, jr. Dom Eng 112.21-2 S 26 '25
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Some disputed plumbing questions R. M. Starbuck. Dom Eng 108:34+ Ag 9 '24
They include overhead and fool the sheriff Dom Eng 107 33-4 Ap 19; 17-19 My 17; 108·37+ Jl 26 '24
Try it this way; how to make a quick and workable estimate R E Dockham plans Sanitary & Heat Eng 103:357-9, 104·39-40 My 29, Jl 24 '25

Grease basins

Grease basin F R King. il diags Dom Eng 110·26+ Mr 28 '25

History

Three generations of plumbing. R M. Starbuck, sr and R. M. Starbuck, jr diags Dom Eng 110 81+ Ja 10 '25

Safety devices and measures

Can compensation insurance premiums be reduced? Sanitary & Heat Eng 101·70-1 F 8 '24
How plumbers get hurt il Sanitary & Heat Eng 101 265-8 My 2 '24

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National standardization and plumbing code work T: F Hanley. Dom Eng 110 59+ Ja 10 '25
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Educating the apprentice. G: F. Reeke. Dom Eng 109:24+ D 6 '24
Every apprentice in school; the correspondence training division of the National trade extension bureau. Dom Eng 109:22-3 N 22 '24
Illinois masters go to school. Dom Eng 106 55-6 F 9; 33-4+ F 16; 35-6+ Mr 1 '24
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Outline of instruction in sanitation heating and ventilation. C. B. Connelly. il Sanitary & Heat Eng 102:122-3+ Ag 22 '24
Pennsylvania forms apprenticeship commission. Dom Eng 113 38 O 10 '25
Plumbing course to be taught in Constantinople. il Dom Eng 112:19-20 S 5 '25
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Theodore Ahrens endows professorship at Carnegie. Dom Eng 113 25-6 O 31 '25

Tables, calculations, etc.

Some disputed plumbing questions. R M Starbuck. diags Dom Eng 108:29+ Ag 9 '24

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Final test and inspection A E Smith diags Dom Eng 109 23-5 O 25 '24

Traps

Actions and effects of plumbing-system pressures. diags Dom Eng 109 33+ N 22 '24
How codes in various parts of the country regulate the use of kitchen catch basins and the disposal of acid wastes. R. M. Starbuck, jr. diags Dom Eng 112:22-4 Jl 18 '25
Main house trap R M Starbuck. diags Dom Eng 108 25+ Ag 23 '24
Main trap in England A W Barnes diags Dom Eng 110 29-30+ Ja 24, 37-8+ Mr 14 '25
Mainly the main trap R. M Starbuck. diags plans Dom Eng 108 25-6+ S 6, 33-4+ S 20 '24
More plumbing tests at the University of Illinois H E Babbitt and A G Dixon il Dom Eng 113 24-6+ O 3 '25
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Right and wrong plumbing practices R M Starbuck, jr diags Dom Eng 111 42+ Je 13 '25
Something new on waste pipes and traps. il diags Dom Eng 109 21-3 O 4, 29+ O 11, 35+ O 18 '24
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Use of the main trap in the United States and Canada diags map Dom Eng 111 30+ My 30 '25

Ventilation

Are plumbing codes guessed at? R M Starbuck Dom Eng 109 19-21 N 22, 25-6+ D 27 '24
Circuit and loop venting R. M Starbuck, jr. diags Dom Eng 112 23-6 Ag 15 '25
Circuit vents A E Smith. diags Dom Eng 111:19-20+ Je 20 '25
Discussion of the wet vent. R M Starbuck, jr diags Dom Eng 111.26+ My 16 '25
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North American cities' venting methods R. M. Starbuck diags Dom Eng 110 21-5 Ja 3 '25
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Question of the three-inch stack. R M. Starbuck, jr. diags Dom Eng 111:24-6+ My 23 '25
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Ventilation of closet bowls. il diags Dom Eng 108 27-8 S 20 '24
Ventilation of toilet rooms R. M. Starbuck, jr diags plan Dom Eng 113:19-22+ O 10 '25
Washed vent R. M. Starbuck, jr. diags Dom Eng 112 25-6+ Ag 29 '25
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PLUMBING contracts
Has an architect any right to charge a plumber with bill for repairing latter's work without notice? Dom Eng 109 35-6 N 8 '24
Overhead and operating charges under contract for work on a time and material basis. Dom Eng 109 42 D 20 '24

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PLUMBING fixtures
Grading of brass goods Dom Eng 105:427-9 D 1 '23
Plumbers' plumb the question; grading of cast brass goods for quality. Dom Eng 106:45-6 Ja 19 '24

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Advertising saves a market undermined by seconds. Ptr Ink 131:167-8 Ap 16 '25

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Wholesale prices of plumbing fixtures. Sanitary & Heat Eng 101:168 Mr 21 '24

Terminology

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PLUMBING laws and regulations
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Garage drainage R M Starbuck, jr. diags Dom Eng 112 33+ Jl 11 '25
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How codes in various parts of the country regulate the use of kitchen catch basins and the disposal of acid wastes. R. M. Starbuck, jr. diags Dom Eng 112 22-4 Jl 18 '25
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Pertinent points on the proposed plumbing code. T. F. Hanley. Dom Eng 107:69-70 Je 7 '24
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Use of the main trap in the United States and Canada. diags map Dom Eng 111:30+ My 30 '25
Who is right? roof drainage, sizes of rain leaders, house drains etc. R M. Starbuck. diags Dom Eng 110:24-8 F 14 '25

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PLUMBING shops
All the fixin's; A. Boyd Thorn's establishment, Clearfield, Pa il Dom Eng 111:16-19 Je 27 '25
Are you keeping your business abreast the times? A. A. Mills & co., of New Britain, Conn il Sanitary & Heat Eng 104.174-5 S 18 '25
Beck sales campaign Sanitary & Heat Eng 103·389-92 Je 12 '25
Preach sanitation, and practice it. H. F. Baillet. Dom Eng 111:26+ My 9 '25
Selling the shop on wheels il Dom Eng 110: 51 Mr 14 '25
"A shop where it stops." il diags plan Dom Eng 109·25-7 O 11 '24
Truth about the oil burner market il Dom Eng 106:17-20 Mr 29 '24
Way down near Green river; Owensboro plumbing & heating co. Y. Adams. il plans Sanitary & Heat Eng 104:78-9 Ag 7 '25

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Better production management is one of greatest needs of sanitary and heating industries F Steele. Sanitary & Heat Eng 101·99-101+ F 22 '24
Does it pay the sanitary contractor to employ a clerk or bookkeeper? F. Steele. Sanitary & Heat Eng 100:374-6 D 14 '23
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Methods that save losses in keeping track of stock F. Steele Sanitary & Heat Eng 100 339-40+ N 30 '23
Twisted leg; selling gas appliances in plumbing shops P. E Charleston. il Dom Eng 106·17-19 Ja 19 '24
Value of window and store display. W: G. Bergner il Sanitary & Heat Eng 102:215-17+, 262-5 O 3-17 '24

PLUMBING supplies industry
Plumbing supply trade holding up well. Dun's R 32:8+ Ap 26; 8+ Ag 23 '24
Slight increase in plumbing supply sales Dun's R 33:9-10 Je 6 '25
Sustained demand for plumbing supplies Dun's R 33·8-9 O 3 '25

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Accomplishments of 1924—the possibilities of 1925; symposium. Sanitary & Heat Eng 102·438-53, 103·14-15+ D 26 '24-Ja 9 '25
Are you sanitary and heating jobbing contractors making the profit you should? il Sanitary & Heat Eng 104:242-3 O 16 '25
Backing up your salesman with a sales letter J. K. Novins. Sanitary & Heat Eng 102·7 Jl 11 '24
Cashing in on cartons. C· H. Bishop. il Sanitary & Heat Eng 100:310-11, 432-3 N 16, D 28 '23
Competition, overhead and profit J: Reinartz il Dom Eng 109:17-20+ N 8: 23-5+ N 29 '24
Figuring profits. W: F. Zimmermann. Dom Eng 112:19-20 Ag 15 '25
Finance and credits. T. G. Reardon Dom Eng 109 37+ D 27 '24
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Have you a business policy? H. F. Baillet. Sanitary & Heat Eng 104:257-8 O 16 '25
His business is the selling of health. F. R. King. il Dom Eng 106:17-19+ F 16 '24
How Republic brass won a place in the sun with the jobbers Sales Management 8:881-2 Je 13 '25
How would you like to have a volume of $4,000,000 yearly? the Thomas Haverty co., Los Angeles. M. Marvels. il Dom Eng 112: 16-19+ Ag 29 '25
Listing real prospects, taking a sanitary and heating census in cooperation with Public health department. Dom Eng 107:17-19 Je 14 '24
Make an order an order. Dom Eng 110·15 F 28; 19-20 Ap 4; 111:23-4 My 9; 24-6+ Je 27 '25
Merchant plumber. Dom Eng 112.18-19 Ag 22 '25
Milt Marvels finds a firm which solves the question of meeting competition. il Dom Eng 111:17-19 Ap 11 '25
1923 has been a good year—what will 1924 bring forth; reviews of work accomplished by a number of popular and successful sanitary and heating contractors Sanitary & Heat Eng 100 404-15 D 28 '23
Photographs help sales A. G. King Dom Eng 111·36 My 9 '25
Ruinous price cutting. H. A. Call. Sanitary & Heat Eng 102 434-7; 103:6-8+, 40-1, 72-3+, 108-9, 143-4, 180, 216-17, 252-3, 286-7, 326-7, 360-1, 398-9, 436-7; 104·42-3, 72-3, 116-17+, 146-7, 176-7+ D 26 '24-Je 26, Jl 24-S 18 '25
Should women sell plumbing goods M L. Harms Dom Eng 106 95-6 Ja 5 '24
Shyster jobber is a barnacle on the industry H A. Call Sanitary & Heat Eng 101 31-2, 102-3, 167-8, 238-9, 302-3+, 387-8 Ja 25, F 22, Mr 21, Ap 18, My 16, Je 13 '24
Specialty helps sale of plumbing M. Marvels il Dom Eng 111·16-18 My 9 '25
Stoddard's high-priced; the store Berkeley, Calif., thinks of as high in prices. il Dom Eng 112 19-21 Jl 11 '25
3d annual conference of advertising and sales managers of the National trade extension bureau, Evansville, Oct 29-31 Dom Eng 105 275-8+ N 10 '23
Voice of the leaders; their constructive messages foresee greater progress in all branches of the field Dom Eng 110:50-5+ Ja 10; 39+ Ja 17 '25
What are we waiting for? G· F. Reeke. Dom Eng 106 19 Ja 12 '24
What brings success? M. Marvels. il Dom Eng 109:19-21 O 18 '24
Woman's possibilities in the jobbing field. M. T. Stevens. Sanitary & Heat Eng 104: 210-11 O 2 '25
Worth while ideas gathered here and there C: J. Samuel. Sanitary & Heat Eng 104:185+ S 18 '25

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Accounting

Business analysis versus the annual statement. H. F. Baillet. Dom Eng 110:31-2 Ja 3 '25
Correct costs at little expense G. G. Thompson. chart Management & Adm 8:517-20 N '24; Same. Paper Tr J 79:59-62 D 4 '24
Cost of doing business. H. F. Baillet. Dom Eng 105·357-9, 567-9 N 24, D 22 '23; 106:19-20 Ja 26; 39-40+ F 23; 38+ Mr 22; 107:41-2+ Ap 26; 17-19 My 24; 37-8+ Je 28 '24
Do you include your overhead expense? Dom Eng 106:46 Mr 29 '24
Labor production. W: F. Zimmermann. Dom Eng 113:26+ O 10 '25
O.H E on the small job. H. F. Baillet. Dom Eng 111:38 My 2 '25

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Advertising and merchandising of plumbing and heating materials. C: J. Samuel. Sanitary & Heat Eng 101:389 Je 13 '24

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Business getting letters. F. Farrington Sanitary & Heat Eng 101:299-301 My 16 '24
Interest the public. M. Marvels. il Dom Eng 113:16-18 O 3 '25
Make drives for holiday sales. F. Farrington. Sanitary & Heat Eng 100:337-8 N 30 '23
Making good use of manufacturers' circulars. J. K. Novins. Sanitary & Heat Eng 100:355 N 30 '23
Outside view of outdoor advertising il Dom Eng 106:17-19 F 9 '24
Pertinent advertising ideas. Sanitary & Heat Eng 102:340-1, 408; 103:5, 111-12+, 288-9; 104 76-7 N 14, D 12 '24, Ja 9, F 20, My 1, Ag 7 '25
Planning direct advertising in the plumbing field. R. E Ramsay Inland Ptr 76:79-82 O '25
Practical angles on advertising. K. L. Thorn. Dom Eng 109 23 N 8 '24
Reaching the public R. G Bookhout. Sanitary & Heat Eng 103:1-4+ Ja 9 '25
Why advertise collectively? H. E. Jones. Sanitary & Heat Eng 101:67-9+, 144, 174-5 F 8, Mr 7, 21 '24
Winning the easy extra profits during the holiday season. F Steele. Sanitary & Heat Eng 100:308-9+ N 16 '23

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Exhibitions

Exhibits reflect great progress at 43d annual convention of National association of master plumbers il Dom Eng 112 65-8+ Jl 4 '25; Sanitary & Heat Eng 104:24-7 Jl 10 '25
Influencing public opinion, new thought in advertising tried out by Philadelphia master plumbers' association. Sanitary & Heat Eng 103:175-7+ Mr 20 '25
With the exhibitors at the 42d convention of National association of master plumbers. Sanitary & Heat Eng 101:428-31 Je 27 '24; Dom Eng 108:84-6+ Jl 5 '24

Farm market

Milt Marvels visits a county fair il Dom Eng 112:16-17+ S 12 '25
Selling the farmer. Dom Eng 107:21-3+ Ap 26 '24

Partial payment plan

Financing plumbing installations A. W Buschmann. Eng & Contr (W W) 62:594-5 S 10 '24
Partial payment plan for plumbing or heating contractors. Sanitary & Heat Eng 104: 113, 248-9, 277 Ag 21, O 16-30 '25
Partial payments; shall sanitary and heating contractors adopt the "time payment plan"? R G Bookhout. Sanitary & Heat Eng 103: 396-7, 434-5, 104 36-8, 75+, 139-40 Je 12-26, Jl 24-Ag 7, S 4 '25; Excerpts Sheet Metal Worker 16 518-19, 586-7, 622-3, 651-2+ Ag 14, S 11-O 9 '25
Stimulating activity in plumbing; Buschmann paying plan A W Buschmann. Am Water Works Assn J 14 315-19; Discussion. 319-21 O '25

PLUSH
Manufacture of plushes. M. A. Belkoff. Textile World 66:225+ Jl 12 '24
Plush trade busy. Textile World 66 2373 O 25 '24

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PLYMETL
New materials in car body construction; steel covered laminated wood panels. J: A. Dewhurst. il diags Elec Ry J 64 549-52 O 4 '24
Plymetl girder used in construction of new street car body. diag Automotive Ind 51: 889 N 20 '24

PLYWOOD
Plywood and metal-faced plywood. A. Elmendorf. Aviation 19:215 Ag 24 '25
Rubber plywood rigid and non-rigid. il India Rubber W 69:293-4 F '24
Veneer-cutting lathe for plywood. il diag Engineering 120:182 Ag 7 '25

PNEUMATIC conveying
Continental pneumatic postal tube installation. diags Ind Management (Lond) 10:283-5 N 15 '23
Conveying pulverized materials. diag Chem & Met Eng 30:360-1 Mr 3 '24
Designed for one saving—makes three; pneumatic lifting. il Factory 34:61 Ja '25
Experimental investigation of a pneumatic grain-conveying unit. diags Mech Eng 46: 548-50 S '24
Die experimentelle untersuchung des pneumatischen fördervorganges. Gasterstädt. il diags Zeit Ver Deutsch Ing 68:617-24 Je 14 '24
Floating pneumatic grain elevators for the port of London. il diags Engineer 139:296-8, 300 Mr 13 '25
Handling materials by air in industry. C: L. Hubbard. il diags Ind Eng 83:427-31+ S '25
How we speeded up the day's work. J: B. Gaylord System 46:510-11 O '24
Die mechanisierung des innenverkehrs nach ausführungen der A. G. Mix & Genest, telephon- und telegraphen-werke abt. rohrpost und forderanlagen C. Beckmann. il diags Elektrotech Zeit 46:1540-7 O 8 '25
Money-saving material handling; data on conveyors, cranes, and hoists with cost tables. G E Hagemann. Management & Adm 9: 153 F '25
Pneumatic conveying of materials. M: W. Potts. il diags plans Ind Management 67:9-15 Ja '24
Pneumatic conveying of pulverized coal—blow-tank method. I. G. Coutant. , diag Power 60 215-16 Ag 5 '24
Pneumatic flue dust conveyors. K. Wagner. diags plans Cassier's Ind Management 11: 330-2 Je '24
Pneumatic grain elevators. W. Cramp and A Priestley. Engineer 137:34-6, 64-5, 89-90, 112-13 Ja 11-F 1 '24
Pneumatic handling and revivification of oxide il Gas J (Lond) 170:527-8 My 20 '25
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Wirtschaftlichkeit von hausrohrpostanlagen J Fritz diags Zeit Ver Deutsch Ing 68.681-3 Je 28 '24

Specifications

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PNEUMATIC hammers
Da Costa pneumatic gravity drop hammer. il Am Mach 62:179-80 Ja 22 '25
Holman pneumatic riveting tools. il diags Engineering 120:542 O 30 '25
Pneumatic riveting device. T: R. Chambers. diag Mach 31:813 Je '25
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Use of pneumatic tools for remaking lead joints. H J. Escreet. Gas J (Lond) 165: 260-1, Discussion. 261-2 Ja 30 '24

PNEUMATIC motors. See Air engines

PNEUMATIC presses
Chambersburg hydro-pneumatic press 300-ton. il Am Mach 63:373 Ag 27 '25
Combined air and hydraulic press. C. B. Lain. diag Elec Ry J 66:246 Ag 15 '25

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Pneumatic press. H. M. Clary. il Am Mach 63.323 Ag 20 '25
Pneumatic press for driving box shells. E. A. Miller. diags Ry Mech Eng 99:519-20 Ag '25

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Care and maintenance of pneumatic tools. C: B. Beingarten. Ry R 75:596-7 O 18 '24
Cleveland pneumatic grinding machine. il Iron Age 113 1568 My 29 '24
Cost of wrecking brick buildings by pneumatic tools. D. A. Slattery. Eng & Contr (Bldgs) 61:211 Ja 23 '24
Ling pneumatic drill. il diags Engineer 139: 442 Ap 17 '25
Pneumatic equipment for breaking ice and frozen ground V. H. Van Diver. il Munic Eng 67.138-9 Mr '24; Same. Eng & Contr (R & S) 61:547-8 Mr 5 '24; Same. Gas Age 53:319-20 Mr 15 '24
Pneumatic plate tightening machine. il diag Engineer 138:667 D 12 '24
Pneumatic punch for cutting leather washers. J. Williams. il Am Mach 62:210 Ja 29 '25
Portable pneumatic equipment reduces track reconstruction cost. C. A. Elliott. il Elec Ry J 63:613-15 Ap 19 '24; Same. Eng & Contr (Ry) 62:421-3 Ag 20 '24
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When a woman searches for the sales angle. M Higley. Ptr Ink 129:119-20+ O 2 '24

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Employes run Denver tramway company's advertising. J: T. Bartlett. Aera 12 1485-8 Ap '24

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Development of American street railways. C: De M. Emmons. il Aera 12:1148-66 F '24

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Effective ice cutter made from old street railway truck. Eng & Contr (Ry) 62:166 Jl 16 '24

Ice cutting saves gear cases. il Elec Ry J 65:421 Mr 14 '25

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Insurance a problem for electric railway properties. P. E. Wilson. Elec Ry J 66:602-3 O 10 '25

Keeping down insurance costs. B. J. Denman. Aera 12:1709-11 My '24

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